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VOL. CI.

NEW YORK, JUNE 17, 1922

No. 24

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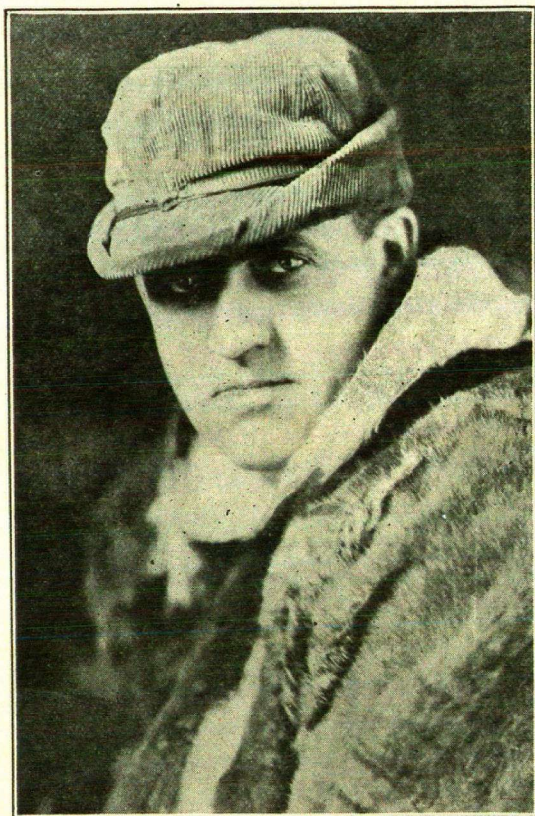
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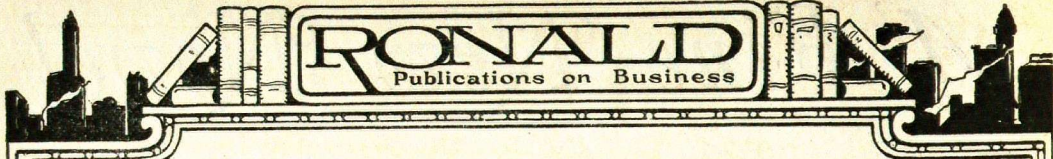
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THE AMERICAN BOOK TRADE JOURNAL

FOUNDED BY F. LEYPOLDT

June 17, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Dignity of Campaigning

WHILE among those who handle books there has been an increasing stimulus from special campaigns and promotion, there has been naturally some query as to whether such book promotion might lessen the dignity of the work of distributing books. Some people have felt that the enjoyment of reading is not a thing that can be extended by special promotion. Some have felt that the plan of "weeks," which has been used for so many purposes lacked poise. A comment in an English trade paper is that the English reading public would feel that slogans were an attempt to coerce them. The announcement of a second Canadian Book Week has brought from one or two quarters there the comment that the program was out of key. No one can doubt that books are a class of merchandise that must be handled with due respect to the contents, but there is also this to be said, i. e., that books contain material that creates an enthusiasm among those who handle them, enthusiasm which makes the enthusiast willing to forego a little personal dignity in the effort to make others see the importance of the printed word.

Religious leaders might prefer to state their ideas from the platform in even-toned sentences, but the need of gripping the audience develops the art of pulpit oratory. Leaders in politics might prefer to state their cause with poised reasoning, but their enthusiasm for their beliefs and their hope of registering a majority vote leads them to use anything but calm methods in forwarding their points. Believers in what books may do, whether it be for children or adults, cannot but feel that it is so important that everyone should have an appreciation of the importance of books and the opportunity to reach them, that they must at all hazards and by any means put this cause before all who can be persuaded to listen.

The distribution of books is only a part of the educational and diversional program of the country but it is a cause that appeals to so many that it is not surprising that these people are found working together on such plans as Children's Book Week or Religious Book Week, and in the Year-Round Bookselling Campaign, using the press, platform, poster and exhibit to bring the cause of books to the attention of the people. It is not usually the enthusiast that hurts a good cause by too much enthusiasm but the person who, while believing in the cause, deprecates any dramatic effort to get a hearing. We have seen few book promotion efforts that have fallen on the side because of over enthusiasm, tho many have suffered from chill.

The Bookstore in the College Town

ONE of the very encouraging developments in bookselling in the last few years has been the reappearance of the general bookstore in the college town, and we are especially glad to print at this commencement time an article on college reading by the manager of one of the most successful experiments in this field, Marion E. Dodd of the Hampshire Bookshop, Northampton, Mass. In too many cases the bookstores in college communities had become depositories for textbooks, and perhaps many institutions do not realize that a college community without a general browsing ground for the reader is a community not fully measuring up to the need of youth.

Sometimes, indeed, members of a faculty have expressed the idea that the bookstore diverted students from the textbooks and that the prescribed books compassed the whole necessary reading of the student body with a little allowance for what is done among the million-reader magazines. A change in this point of view quickly comes about when the college bookshop is rightly conducted, and the time must be at hand when every college will give encouragement to the establishment of the type of shop which has become a happy feature near many campuses.

Those who are thinking of entering bookselling might do well to think over the book situation in the college towns with which they have had contact and see whether there is not an opportunity to enter into what is bound to be a growing and important field.

The Edison Questionnaires

PERHAPS nothing could have given a quicker stimulus to the idea of broad general reading for information than the discussions during the past year of the Edison tests. Thousands of people have looked the questions over as printed in the papers, and, whether they believed in this method of personnel selection or not, they have been made conscious of their own lack of general knowledge and perhaps have set about reading in new directions. Out of 1,000 young men who have been thru the questionnaire mill in the last year, about 90% have made a poor showing, according to William H. Meadowcroft, author of "Boy's Life of Edison" and secretary to Mr. Edison.

To answer such a list of questions successfully a regular school training is not enough, it being the purpose and function of such training to teach the scholar how to read and use the tools to knowledge without expecting that he will complete his reading within the school walls.

It is not enough to be a busy reader outside or after school. A busy reader may be merely a skimmer, reading to kill time or to save himself from being left alone with his thoughts. What is needed is that the readers of newspapers, periodicals and books should have the selective eye and the quick brain to find what is worth while, to catch the relation between all kinds of information and automatically to file away the kind of thing that has permanent value or valid relationship to other knowledge. In the new printed list of questions there are many questions that would have been easily answered by the person familiar with books and bookshelves—such questions as "Who was Barbara Frietchie?" "Who wrote 'The Aeneiad'?" "Who was Marcus Aurelius?" "In what country was first laid the story of 'Evangeline'?" "Who was Humboldt?" etc. There are numerous other questions the answers of which would come quickly to the mind of anyone well read in the best books of travel, history or science—"Where is the Alhambra?" "What did Lewis and Clark do?" "Who was Horace Greeley?" "Who was Charlemagne?" "Name six tribes of American Indians," etc. The Edison people report that the great majority of those who have passed these tests and entered the Edison work are still in their employ and doing well. Many other big employers have been greatly inter-

ested in Mr. Edison's methods and their results and have been consulting with him about similar questionnaires.

An increase of this kind of discussion and a better understanding of the importance of alert interest in all kinds of information will have a widespread effect in increasing the interest in books. Mr. Edison himself has an encyclopedic knowledge of science, a wide reading in history, travel, and a smaller acquaintance with general literature, but the lists show a balance between different departments of knowledge.

Kelly Introduces Measure To Repeal Postal Rate Increase

A bill designed to give relief to newspapers and magazines which have claimed that the continuation of the second-class postage rates, originally imposed as war taxes, would seriously affect the publishing industry, was introduced in the House to-day by Representative M. Clyde Kelly of Pennsylvania, well-known to booksellers as co-author of the Kelly-Stephens bill. The Kelly bill would repeal the last two of the four increases in postal rates which were made under the War Revenue law of 1917.

According to Mr. Kelly, the rates asked for would still give the Government 175 per cent more than the pre-war rates and would "not relieve the publishing industry of one cent of the other Federal taxes paid by it in common with other industries."

"The newspapers and other periodicals are the very fountain source of first-class and fourth-class mail. They also perform an invaluable service in freely carrying messages of the Post Office and other departments of the Government direct to the people. They are really selling agents for the Government, but they get no commissions on their sales. It is a commonsense policy to give them advantageous rates in the mail.

"The fact that these high rates are charged on the advertising pages does not lessen the injustice. Advertising is not merchandise, but information. The newspapers are information highways, just as essential to the business prosperity of this country as the highways and waterways. Not a sale can be made or a pound of goods shipped without the interchange of information. The advertisements are chronicles of every advance in industrial achievement. Without them publication of the newspapers and magazines would be impossible.

The Kelly bill has been referred to the House Post Office Committee. Hearing will be held at an early date.

What College Girls Read

By Marion E. Dodd

The Hampshire Bookshop, Northampton, Mass.

THE temptation, of course, is to theorize about what college girls *should* read and not what they *do* read, for the tendencies of our own day are nowhere reflected with more crystalline clearness than in the younger generation now at college. There is certain reference reading that is required and has to be done in order to pass a course; there is recommended reading which may or may not be done, and there is that fascinating realm of reading which gradually offers itself for the student who does all the required and recommended reading. The instructor who succeeds in rousing enough interest in his course to induce the students to go far afield voluntarily is the personality who counts for most in any institution of learning. The individual members of the faculties of our colleges are, with comparatively few exceptions, failing to lay enough emphasis on the ownership of books in their teaching, and it is an opportunity that they cannot afford to ignore. The teacher who has to force his class thru on a minimum of required reading ought not to be allowed to teach because he is not teaching in any sense of the word. One sure test of a successful course is whether or not students acquire or continue to pursue the habit of reading. According to my observation, the enthusiastic student is driven to the ownership of good books and forms a discriminating taste involuntarily; it is part of her college work. It is true that there are students who cannot afford to leave college with the nucleus of a good library, but it is just as possible to instill the reading habit in this earnest and interesting group of girls who know the value of money.

Teaching Book Ownership

It is exasperating to watch the annual stream of graduates and to reckon the proportion who are going into "the wide, wide world" without the equipment which they have a right to *require* from their college or university.

A bookshop in a college town can do an unlimited amount of work in supplementing the efforts of any college faculty, if the co-operation is close. It is almost unbelievable that any member of any faculty should resent this point of view on the part of a bookshop, but such resentment exists in the type of person whose scholarly mind is pained by any influence extraneous to the sacred precincts and beyond the absolute control of the admin-

istration. The cooperation of the progressive and open-minded who recognize that the influence and ready cooperation of a good bookshop may be of inestimable value in the "educative process" is taken for granted, however.

With this indication of the possible development of book ownership and the habit of reading, it is natural to find that college girls today are reading almost everything in modern fiction, poetry, essays, drama, biography and practically *nothing* in history, economics, sociology, religion and philosophy. This is extraordinary in a time which is seething with labor troubles and more upheavals in all directions than have existed in the history of the world. There is something the matter if their minds have not been roused to a state of curiosity at least.

Taste and Leisure

Reading for the purpose of acquiring specific knowledge of a subject is one thing, reading as a means of providing thought is another, and reading as a producer of interest is still another. Reading to pass away time or as a relaxation is of little immediate interest to the teaching staff, and yet the formation of good taste in books determines the yield of the leisure hour. There is nothing new in all this, but we must all realize that it is no longer possible to pass by the many opportunities for constructive work in colleges and universities in the field of reading and book ownership, which are in their right relationship only when they are conceived as following one another as the sun the rain.

Book ownership involves a personal library, the formation of which should be the concern of every member of every faculty. Instead, book ownership is viewed with an indifference which can but lead to the conclusion, at least in the majority of cases, that there are certain reasons why it has been discarded as either impractical or unwise. The aspect of the commercial taint in advising purchase of any but text books, the reluctance to urge the expenditure of funds for a definite purpose, and the short time in which certain courses have to be completed are doubtless all involved, but these are all superficial objections. Imagine, if you can, the difference in the attitude toward scholarship in the college which, from the first day of Freshman year, emphasizes steadily thruout the four years the tremendous advan-

tage a carefully selected library would be to the student in his or her college career and in after life. If you questioned the teaching staff on this point, there would probably be few who would dispute the results.

In required supplementary reading, where students have a choice of two or three books, we are often asked which is the shortest, showing a lack of interest and no respect for the books recommended, whereas if the instructor had taken the time to speak of certain books from the angle of book ownership, the whole attitude of that student might have been changed. Bookshops have done this work for the faculty in several instances and been fully repaid by interesting girls in their courses quite definitely. In the trials of the notorious murders of the classics in Freshman English, there would be a cloud of witnesses from Alumnae the world over who would testify in everlasting grief to the ruin of hopes and expectations. See Randolph Bourne's "History of a Literary Radical!"

The habit of acquiring books indiscriminately is to be deprecated, so is that fatal fervor of the collector who has shelves of first editions and rare books of which he has no knowledge except as the highest bidder in an auction room. This is not book ownership but merely physical possession. The contents must be of significance to the purchaser from some point of view either to meet his library necessities or to satisfy some special interest or hobby.

J. H. Robinson in his "Mind in the Making," says: "On these mediæval university professors, the schoolmen, Lord Bacon long ago pronounced a judgment that may well stand today:

"Having sharp and strong wits, and abundance of leisure, and small variety of reading, but their wits being shut up in the cells of a few authors (chiefly Aristotle, their dictator). as their persons were shut up in the cells of monasteries and colleges, and knowing little history, either of nature or time (they) did out of no great quantity of wit spin out unto us those laborious webs of learning which are extant in their books."

This may or may not be true today, but there is always the danger that any life which is so segregated in institutions large enough to be worlds in themselves, may produce this "shutting up" process and closed minds. It is a thing to beware of in our colleges to-day.

A typical and random page from our Stock Book (books are listed as sold for a check on stock) is copied below:

Typical Student Purchases

Buff, A Collie. Terhune.
Peacock Pie. de la Mare.
Maria Chapdelaine. Hémon (10 copies).

Tess of the D'Urbervilles. Hardy.
Lost Valley. Gerould (5 copies).
The Man Who Laughs. Hugo.
Notre Dame. Hugo.
Walker's Rhyming Dictionary.
Burns' Poems.
Parody Outline of History (4 copies).
Flecker's Poems.
Convention and Revolt in Poetry. Lawes.
Squire's Anthology of Modern Poetry.
Modern British Poetry. Untermeyer.
Drinkwater's Poems.
If I May. Milne.
Eat and Grow Thin.
Best Short Stories of 1921. O'Brien.
The Young Enchanted. Walpole (3 copies).
Erik Dorn. Hecht.
The Springtide of Life. Swinburne.
If Winter Comes. Hutchinson.
Portrait of a Lady. James.
Life of Benvenuto Cellini. (Brentano Edition).
Story of a Round House. Masfield.
Private Papers of Henry Ryecroft. Gissing.
The Warden. Trollope.
Men, Women and Boats. Crane.
Beginning of Wisdom. Benét.
Little Flowers of St. Francis. (Le Roy Phillips edition).
Youth. Conrad.
Russian Bank. Foster.
Rewards and Fairies. Kipling.
Puck of Pook's Hill. Kipling.
Brass. Norris.
Pepys' Diary.
Eminent Victorians. Strachey.
Cytherea. Hergesheimer.

Best Sellers Among College Girls

Some of our best sellers have been the following.

NON-FICTION

Wells' Outline of History.
Strachey's Eminent Victorians.
Strachey's Queen Victoria.
The Mirrors of Downing St. By the Gentleman with a Duster.
Education of Henry Adams.
Americanization of Edward Bok.
Van Loon. History of Mankind.
Hudson. Far Away and Long Ago.
Gibbs. Now It Can Be Told.
Dunsany. Plays and Tales.

POETRY

Brooke. Poems.
Drinkwater. Poems.
Frost. North of Boston, etc.
Millay. Second April, Renascence, etc.
de la Mare. Collected Poems, Peacock Pie, etc.
Masfield. Collected Poems and Plays.
All of Christopher Morley's books.
E. A. Robinson. Collected Poems.

Vachel Lindsay. Chinese Nightingale, the Congo, etc.

FICTION:

Parody Outline of History. Stewart.
Cruise of the Kawa. Traprock.
If Winter Comes. Hutchinson.
The Beginning of Wisdom. Benét.
This Side of Paradise. Fitzgerald.
Maria Chapdelaine. Hémon.
Potterism. Macaulay.
Dancers in the Dark. Spere.
Fortitude. Walpole.
Erik Dorn. Hecht.
The Young Enchanted. Walpole.
Conrad.
Kipling.
Mary Roberts Rinehart.

We know we could have doubled our sales on certain books if we had considered them worth the paper they are printed on, including "The Beautiful and Damned" and "Cytherea."

Certain books have been in the best sellers class because their sale has been stimulated by our lecturers, Sir Philip Gibbs, Vachel Lindsay and John Drinkwater; others have been the center of interest in some English course like E. A. Robinson's Collected Poems, John Masefield's Poems and Plays, etc.; most of them have been put there by our own effort, and a few of them in spite of our efforts to the contrary.

There are distinct groups who read a certain class of fiction including "Erik Dorn," "Cytherea," "The Beautiful and Damned," "Brass," etc. It is often possible to divert girls from buying perfect trash to something which has real literary value, but *not this group* as witness the following episode:

Enter student:—"Have you a copy of 'Cytherea'?"

Clerk:—"Yes, but if you are a Hergesheimer enthusiast it does not come up to some of his other books."

Student:—"I want to give it to my brother."

Clerk:—"How about 'The Young Enchanted'?"

Student:—"Is it morbid? I must have something morbid because my brother prefers that kind of book."

Clerk:—"No, it isn't in the least morbid. Why don't you try to switch him off on some other line of reading?"

Student (doubtfully):—"Well, I know he would rather have the morbid book, but I'll take this if it's really any good."

Clerk (wrapping the book):—"It's a good story."

The final result was that the girl came back in the afternoon, went to *another* clerk and

exchanged "The Young Enchanted" for "Cytherea!"

It is said on good authority that "The Sheik" has been read widely by college girls and that copies have rented from 25c a night up! We as a bookshop have not sold more than 5 or 6 on special order, for it is not carried in stock.

There are other groups which hover round the fine bindings and are interested in preserving for themselves or their friends their favorites in appropriate and beautiful leathers. There are still others who have begun the catalog habit and already are checking English catalogs and picking up some old thing that appeals to their imaginations or fits in an empty niche in their libraries. There is the poetry group and the drama group, both of which are quite distinctly products of vital courses in the curriculum. And there is in the great majority the girl of wide interests whose mind is open and curious, who, to quote a senior, says there must be no barrier between her and the books, for she wants what she has come to discover.

On the whole the college girl is reading good things, but the temptation to read the current fiction of to-day with the lure of sex-discussion to the fore, is irresistible, and the Fitzgerald stuff and "The Sheik" and their like are wasting valuable time and money of students whose minds should be on more serious business. Bridging the hiatus between class-room and leisure time should certainly not rest altogether with the ingenuity of the bookseller, but should engage also the best efforts of teachers—particularly, at the present time, teachers of history, economics and sociology.

In Praise of the College Bookshop

[The following letter is reprinted from *The Book Scorpion* published by the Hampshire Book Shop.]

IN the cultivation of a healthy desire for reading as well as in supplying appetites already stimulated by college teachers and fellow students the bookshop in a college town has a real function.

A bookshop so located and intelligently managed is fully as valuable, I think, as any department of the college. It is, indeed, more than a "Service of Supply"; it is something of a "General Staff" as well, wisely suggesting new interests, pointing the way to new vistas, and supplying a healthy balance in reading.

It may not only supply the more obvious book needs of students and suggest new interests, but by emphasis in its sales displays and arrangements it may cultivate better standards and finer taste in book buying and reading. The casual buyer, confronted by a table of what Mr. Canby has termed the dime novels of yesterday that sell for two dollars today normally selects from the group of books

before him. But where there is an attractive array of significant work—biography, drama, politics and economics, poetry, fiction, science, essays—the average person is encouraged and required to develop and exercise intelligent criteria for selection.

Furthermore the bookshop may introduce us to our contemporaries. College work generally overlooks the literary efforts of our fellows, who need a hearing, or rather a reading, for encouragement. After all we cannot expect to promote the artistic and literary life of the nation unless we become familiar with it and try to understand it. The supplementary function of supplying lectures and readings by contemporary writers encourages this very desirable result. We who are studying should be the first to seek out those of our own generation who are trying to give significant expression of the society of which we are a part.

Finally to the college teacher the ideal bookshop is a necessity. It brings to the remoter places something universal and cosmopolitan. It breaks down that curse, unhappily found even in the cultural colleges, of narrow interests. The teacher of a particular subject may browse among the new—and old—books in other fields of interest and profit.

It should be unnecessary to add that these qualities of the bookshop should all aid in encouraging students as well as teachers in developing their own libraries. These will constitute both from their content and their associations the background of our lives, helping us to interpret ordinary events, or to forget them, because of the grander forces and greater people with whom we have become acquainted thru books.

It is not only a pleasure but I think booklovers will agree a duty, to express in even an inadequate way appreciation of the part that the Hampshire Bookshop is playing for us all in this neighborhood, a part similar to that of the Dunster House Book Shop in Cambridge, and the Brick Row Book Shop in New Haven.

JOHN M. GAUS, *Professor of
Political Science,
Amherst College.*

THE LITERARY EDITOR of the *London Sphere* has reached the conclusion that "The Cruise of the Kawa" is not authentic. He even insinuates that the photographs of Traprock's adventures in the Filbert Isles were made in a moving picture studio. He writes: "The book is so obviously a fake, and even the illustrations seem to me to be a strain after funniness, which does not come off. Such photographs could, I imagine, be produced in any film factory."

On the College Girl's Bookshelf

AMONG the contributions to "The Bowling Green" column of the New York *Evening Post*, when the Vassar girls took charge of the department for a day, was the description of firsthand investigation of an actual college girl's reading table with the following results:

The Bowling Green's investigation of the books in a ship's library started us on an investigation of our own. With Briggs, we mused, "Wonder what college girls read?" We pounced upon an unsuspecting friend who, we understood, had neither a high nor a low brow reputation. On the table ready for immediate use we were relieved to find "A Nonsense Anthology," by Carolyn Wells. "The Luck of Roaring Camp" and "Deburau" elbowed Carolyn. Next came Addams's "Peace and Bread" and the "Parody Outline of History." Johnson's "Well of English and the Bucket" made the serious win by a not too easy majority. A small bookcase near the table ran to matched sets—Bernard Shaw, five poets of the Browning period, Chekhov, and Stevenson and Kipling decidedly in the majority. A Bible and a lonesome Thackeray occupied an upper corner. We drew a long breath of relief. Perhaps after all it was better to have read wisely rather than too well. Then came our discovery! Discreetly retiring behind a large morris chair was a twin book-case. We ran our eye over it. Entirely fiction—Farnol, Ralph Connor, Stevenson again, Gene Stratton-Porter, Baroness Orczy, Montgomery. We knew them all. Thoroly mixed up with them was quite a lot of Kipling, and there, O Christopher! "Shandygaff" in a dark and gloomy binding, next to Oliver Herford and "Stover at Yale."

Meeting of the Board of Trade of the American Booksellers' Assn.

A MEETING of the Board of Trade of the American Booksellers' Association was held on June 6th. Chas. E. Butler of Brentano's was re-elected Chairman, in spite of his vigorous protest that ten terms should make him exempt. Chas. A. Burkhardt of E. P. Dutton & Company was re-elected Recorder and Custodian.

The Board voted to accept S. A. Everett's invitation made at the Convention that a committee of three meet with a similar committee of the publishers to discuss the matter of books offered as premiums for magazine subscriptions.

There was an informal discussion of the Kelly bill, and all members were urged to do their best to further its passage.

Business Research Departments Make New Markets for Books

By Waldon Fawcett

BUSINESS research departments have come into the market as buyers of books, but the present extent of purchases is but a beginning, according to the predictions of research specialists. Book publishers and book-sellers have only to make systematic cultivation of the field to be rewarded with sales in profitable proportions. Not only business books, but reference works in wide variety have place in the research department and its adjunct, the special library.

If there be any lack of appreciation of the size of this new outlet for books it is perhaps due to a failure to understand what business research covers. The name, research department, indicates the character of the work that modern business is setting up, but does not reveal its variety. A research department may be a bureau of research on marketing methods or a clearing house for data on production, but, whatever its scope, it is usually restricted to a given trade or a specific line of commerce.

What a Research Department Is

Casual estimate of research as an incentive to book purchase is also likely to fall short of adequate appraisal because "research departments" are not restricted to the few great industrial corporations that have led the way in the creation of special libraries. Financial institutions, department stores, municipal governments, all manner of public institutions, and trade and technical associations are among the interests that now maintain research departments. The special reportorial and statistical services which have, latterly multiplied unbelievably in the United States are an indication of the trend. The organizers of these information bureaus and data services have reaped a harvest that belongs rightfully to the book-trade.

Strange as it may appear,—and publishers are by no means blameless,—the research departments have not universally discovered books as the supreme source of information. There has been for the most part reliance upon clipping bureaus, upon the above-mentioned special services, and upon first-hand reports from members of the organization, instead of making books the foundation of research. There are research departments maintained by big corporations that are brave with files for preserving and classifying information in fragmentary form, but that do not muster a dozen books. The head of the research department

of a leading firm in the automotive field recently confessed that he frequently expends \$10 worth of time in a trip to a public library to consult this or that book which might be purchased outright for \$2 or \$3.

The difficulty seems to be not so much that research specialists do not appreciate the wisdom of fitting the department with a small working library and adding to it systematically, as that boards of directors or the executives higher up have not reacted to requests for appropriations for books. This in turn is due, seemingly, to misconceptions that are almost too ridiculous for recital. First, the assumption that what has been printed in books must be known to all investigators and that consequently there is no need to make it of record in a research department which, by fanciful tradition, is to be devoted to the assemblage of first-hand information not obtainable thru any other source. Second, the suspicion that what is public property via book publication must be known to all men, competitors included, and that consequently the lore is of less value than the secrets that a research department might extract by the questionnaire.

Books Are the Corner Stone

Gradually, tho, recognition is coming that books,—general reference works and the bibliography of the special sphere—should form the corner stone of the research department. Dorsey W. Hyde, Jr., well-known thru his connection with the U. S. Chamber of Commerce and President of the Special Libraries Association says that there are, perhaps, two hundred books that, in the average research department would be consulted almost daily. The recent increase in the publication of books on business topics, the advance in number of the business encyclopedia, "annals," year books, etc., and the fund of valuable information loosed thru government publications is calculated to arouse all research workers whose impulse is not to go first to books as the fountain head of information.

It must be reported, however, that research workers are prone to place upon the trade some of the blame for any neglect of books. To begin with, the searchers for special knowledge complain that the average local book-seller does not react enthusiastically to an inquiry for the type of book that is needed in the average research department. It would be too much to expect that the technical or

reference volume would be found in a bookstore picked at random, but the specialist feels the slight of a bookseller's failure to offer to place an order with the publishers. It has been suggested as the probable explanation of the attitude of the luke-warm retailer that an inquiry from a research department implies only the isolated sale or purchases at long intervals. As will be shown later, however, this idea of small sales is not always justified.

With book publishers, as well, these research workers have a bone to pick. Here the grievance is virtually the same as above related, namely that the onus is all on the head of the research department to acquaint himself with books, new or old, serviceable in his department, and the means of obtaining them. Lists of "recommended" business books have been issued, times on end, by commercial organizations. But aside from the fact that the average list is of entirely too general a character to serve the purpose of the specialized research department there is the further disqualification that almost never does such a list contain the complete name and address of the publisher or importer and the price of the volume.

What research workers and special librarians as a class desire is a central agency or clearing house thru which blanket orders might be placed for all the books on a given subject. Only a few weeks ago, for example, an American authority received from a friend in Australia a remittance of \$250 with the request that he purchase every volume in print in the United States on a certain phase of municipal engineering. And the recipient of the letter, too busy to give it personal attention, mourned that he knew of no purchasing agency in the book field to whom he could with confidence entrust the commission. The visionaries in the research field fully realize that they cannot hope, at least not yet, for agencies that will consolidate the products of all presses on a given subject, but they plead for listings so complete in identification of publishers that a research librarian may at least fill his wants by means of a single letter or order for each volume.

Publishers' Co-operation Needed

A grumble is heard in some research quarters that book publishers are prone to leave to the research men the entire responsibility of keeping track of new books. One research executive who has gained the reputation of acquiring every new book in his field with the utmost promptness tells the writer that it is thanks to no solicitations by publishers that he is thus punctual. He gains the compensations of the early book buyer simply because he employs a clipping service to appraise him

of all new listings and personally keeps watch of the trade press for mention of new works. In this same connection it is fitting to remark that research workers are apt to be particularly susceptible to new books. For one thing it is the new book that supposedly exemplifies the latest theory or practice in the field covered.

Again there is the circumstance that many a business research department starts with a modest appropriation. The executive in charge has not the funds to gather forthwith everything that is in print but he is apt to be keen to keep pace with notable current contributions to the literature of his line,—the more so inasmuch as the executives higher up, who dictate as to the research appropriation, are liable to call for a new volume that attracts attention.

Routing Worthwhile Books

This brings us to another and most interesting aspect of the research proposition, viz., the book circulation function as distinguished from consulting and reference work. The research department of an industrial corporation or a municipal government, or what not, does not, as a rule undertake to maintain a circulating library of either popular or technical subjects for the benefit of the office workers or factory employees. That comes more consistently within the educational work of the welfare department. But every research department makes an effort to respond to every consistent demand made upon it by any member of the organization and, in the case of executives, there is developing a form of contact of no little significance to the book-trade.

It is the usual experience that if a corporation or institution has a research department or special library, the publication, say of a new book germane to the work in hand, will bring from members of the organization staff a certain number of voluntary requests to withdraw the volume for home reading. From this symptom of interest there has developed in not a few organizations a routing arrangement whereby each worth-while book that is added to the library is "passed around" for the perusal of the executives, progressing by means of a schedule which allots a certain interval of time to each reader. Going a step farther, some progressive research men have taken to purchasing several copies of each new book that is likely to be in demand within the organization. And finally, a few organizations have advanced to the point where there is outright purchase of enough copies of any notable volume to supply each executive with his individual copy. This personal service in book selection for busy executives has done much to win boosters for research departments and increase appropriations.

Revised Customs Requirements in Exports to Canada

Invoices

Certified invoices in duplicate are required for customs entry. These invoices (2) are to be sent by the exporter as usual (by mail) to the importer of his agent for his use in making entry of the goods at the customs port of destination in Canada. The importer will also require a third copy for his own use.

Invoice Forms and Certificates

Altho the invoice forms herein are approved by the Customs Department, it will be permissible for exporters to use their own bill heads, for invoice purposes, provided the forms be headed with the words "Selling price to the purchaser in Canada" and "Fair market value as sold for home consumption at time shipped," as in the specimen forms. These headings may be written, printed or stamped on invoices.

The marks and numbers on packages and the proper commercial designation of the goods must also be shown on invoices.

Certificates (to be written, printed, or stamped on the front or back of the invoice, but not pasted thereon) are required to be signed on invoices of goods sold by the exporter prior to shipment.

Valuation for Duty

Whenever any duty ad valorem is imposed on any goods imported into Canada, the value for duty shall be the fair market value thereof, when sold for home consumption, in the principal market of the country, whence and at the time when the same were exported directly to Canada such value in no case to be lower than the wholesale price thereof at such time and place.

Provided that the value for duty of new or unused goods shall in no case be less than the actual cost of productions of similar goods at date of shipment direct to Canada, plus a reasonable profit thereon, and the Minister of Customs and Excise shall be the sole Judge of what shall constitute a reasonable profit in the circumstances.

The Following Certificate of Value is prescribed for invoices of goods sold and exported to Canada, to be signed by the exporter or by a partner, official or employee of the exporter having a knowledge of the facts certified to, and to be written, printed or stamped on the invoice:

Certificate Form "M" Under General Tariff

I, the undersigned, do hereby certify as follows:

(1) that I am the (a) * exporter of the goods in the within invoice mentioned or described:

(2) That the said invoice is in all respects correct and true:

(3) That the said invoice contains a true and full statement showing the price actually paid or to be paid for the said goods, the actual quantity thereof, and all charges thereon.

(4) That the said invoice also exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada and as when sold at the same time and place in like quantity and condition for home consumption, in the principal markets of the country whence exported directly to Canada without any discount or deduction for cash, or on account of any drawback or bounty, or on account of any royalty actually payable thereon or payable thereon when sold for home consumption but not payable when exported, or on account of the exportation thereof or for any special consideration whatever; and that such fair market value is not lower than the wholesale price of the said goods at the said time and place; and that in the case of new and unused goods, such fair market value is not less than the actual cost of production of similar goods at said time and place, plus a reasonable profit thereon;

(5) That no different invoice of the goods mentioned in said invoice has been or will be furnished to any one: and

(6) That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between that said exporter and purchaser or by any one on behalf of either of them either by ways of discount, rebate, salary, compensation, or in any other manner whatsoever, other than as shown in the said invoice.

Dated at

this

day of

19

} Signature,

.....

*(a) Insert the word partner, Manager, chief clerk, or principal official, giving rank as the case may be.

Specimen of Invoice Approved by Canadian Customs for Goods Sold by Exporter Prior to Shipment

(Place & Date)

Invoice of
by
from
to be shipped from

of
of
per

Marks and Numbers on Packages	Quantities and Description of Goods	Fair Market Value as sold for Home Consumption at time shipped	Selling price to purchaser in Canada	
			@	Amount

Signature of Seller or Agent
.....

Canadian Book-Trade Problems

AT the last meeting of the Canadian Booksellers' and Stationers' Association, resolutions were passed putting up certain situations to the Canadian publishers of Toronto which the booksellers believed were vital to the trade prosperity. These requests received a detailed reply from the Canadian publishers, who are organized as the Book Publishers' Section of the Toronto Board of Trade.

In reply to the request for a maximum discount to libraries of 20%, the publishers replied that "if the booksellers in return for the agreement to maintain that discount, will guarantee that the library business will remain in Canada where it belongs, and that libraries will co-operate by not purchasing from jobbers in London or New York, the publishers will be glad to meet them on that ground."

On the question of cash discounts and datings, the publishers agreed to give 2% 10 days on certain classes of books, provided that the booksellers will accept bank rate of interest on overdue accounts. The publishers agreed to a minimum of 60 days on travelers' orders with mail orders at 30 days.

In the matter of trade discounts the publishers stated that "they regret that 33 1-3% as a minimum discount on all books is quite impossible without raising the prices all around. In the case of many books, largely fiction, this discount is now given by practically every publisher, but as there are so many books where

the publisher's agreement with his principal precludes a large discount, the question must be left to the settlement with individual publishers. Until such time as we are placed in a position in which we can secure the same rate on repeat orders from our resources of supply, we cannot grant the request of the Association in regard to quantity prices for repeat orders."

On the fourth point raised, the publishers felt that books were now sold on too close a margin to allow 1% per month on January 2nd dating.

At the same meeting of the Booksellers' Association, a resolution was passed that the United States publishers be asked invariably to observe the principle of granting an extra discount of 10% when orders are sent direct to them by Canadian booksellers.

Why Change Your Ad Copy?

PERSISTENCY in inserting the same advertisement, with no change of wording or illustration, is a trait of some advertisers.

A prospective customer wrote to a firm whose advertisement never seemed to change:

"Have noted your picture of one pair corduroy pants in 'Home Magazine' for past four months. More I see of them better I like them. If not sold as yet, please enter my order for same."—Forbes.

Canadian Book Week

THERE has been considerable discussion in Canada as to whether Canadian Book Week, which was first instituted last year, would be repeated this year. The *Canadian Bookman*, devotes some space in the May number to giving the arguments pro and con. The two arguments most frequently urged against the Week both by those within the Canadian Authors' Association and those without it who oppose its repetition are that it is undignified and that it is as much a demand upon the Canadian public to read bad Canadian literature as good.

The *Canadian Bookman* says, in reply, that since the critics of the Week do not point out any undignified acts in connection with the observances, the charge of lack of dignity seems to fall on the co-operation of authors and publishers, a charge which upholders of the Week are unwilling to admit. In answer to the second charge that bad authors are as generously promoted as the good, the *Canadian Bookman* replies first of all that it is not and cannot be the function of the Canadian Authors' Association to discriminate between authors all of whom may be members of the Association. That is the function of the critics, the public and posterity; and, secondly, that even if a man buys a poor Canadian book, he is not much worse off than if he bought an equally poor American book, a jazz record or seats for a wildly impossible movie melodrama. The majority of the Canadian Authors' Association was in favor of the repetition of the propaganda this year, so there will be another Canadian Authors' Week to be called Canadian Book Week early in November, when the public will be reminded that it owes to its Canadian writers the duty of informing itself as to the merits of their work and supporting such portions of it as appear worthy of support.

Revision of Custom Regulations and Tariff in Canada

THE Commissioner of Finance at Ottawa presented on May 23rd to the Parliament a proposal for some reductions in import duties and some increases in general sales tax. These changes as affecting imported goods went into operation the day after the introduction of the budget bill. Most of the reductions affect the preferential scale which is applied to products of the British Empire. The reductions applying to the United States are chiefly on products and materials used in farming, dairying and other important Canadian industries.

The sales taxes are increased one-half, which will advance the sales tax added to the duties to 3¼ per cent on merchandise when sold to

wholesalers, and to 6 per cent when sold to retailers or consumers.

The act of 1921 to make obligatory the marking of the country of origin on all imported goods has been rescinded without ever having been actually in effect. The governor is still allowed to impose such a requirement at his discretion.

Book Radio from Newark

UNDER arrangements with the Westinghouse Company at Newark, Miss Humble of the Year Round Bookselling Committee has been supplying a speaker for each Sunday in June. On June 11th, William Heyliger, author of "High Benton," spoke on "Vacation Reading for Boys"; on June 18th, S. S. McClure on "Books I Like"; on June 25th, John Farrar on "Important Books of the Past Year." By the arrangement there is no specific promotion of individual titles but a general promotion of the reading idea.

Do Actors Read?

A LONDON literary paper has been making an investigation to answer the question, Do actors read? The answer is interesting in its details. George Robey, a leading music hall or variety comedian, says the books at present in his stage dressing room include: Bishop Gore's "Scientific Basis of Morality," Hilaire Belloc's "The Jew," Maurice Maeterlinck's "The Treasure of the Humble."

Phyllis Neilson-Terry thinks perhaps she enjoys most:

The Works of Anatole France
and among recent works:
"Joanna Godden."
"If Winter Comes."

Sir Charles Hawtry recently, when recovering from an illness, reveled in
Anthony Trollope, Charles Kingsley, Dickens and Scott.

Seymour Hicks has found nothing to compare with the

Works of Oliver Wendell Holmes.

Arthur Bourchier gives as his list of present favorites

"The Book of Job."
Fielding's "Tom Jones."
De Quincey's "Confessions of an Opium-Eater."
Thackeray's "Vanity Fair."
Dickens's "A Tale of Two Cities."
Richard Harding Davis's "The Bar Sinister."
"If Winter Comes."

Oscar Ashe says he never reads modern novels.

Hilda Trevelyan writes that she reads with greatest pleasure the works of

Thomas Hardy, Joseph Conrad, Galsworthy, Sheila Kaye-Smith, E. V. Lucas, Leonard Merrick, J. M. Barrie.

"The Foolish Lovers."
"William, an Englishman."
"If Winter Comes."
"The Way of Revelation."
"Joanna Godden."

How the A. L. A. "Book List" is Made

By May Massee

Editor of "The Book List"

THE basis of any selected list is a matter of speculation to the uninitiated. The whole range of inclusions and rejections are a mild mystery to those who do not have a clue. When the Annual Summary Number of the PUBLISHERS' WEEKLY appears with a selected list made up from the A. L. A. Book List, there is always some comment on the basis of the selections. May Massee, the editor of the A. L. A. Book List, recently wrote a very interesting letter to the Publishers' Lunch Club explaining the workings of the A. L. A. Book List. Mr. Harcourt has sent it to the PUBLISHERS' WEEKLY with the suggestion that it might be worthwhile for its readers. Miss Massee says:

"Your interesting letter of April 11 gave me a long pause, as you see, but it means that I have taken careful stock of The Booklist as the expression of library book buying.

"You ask me how The Booklist decisions are made and which books are regarded of little value by the librarians. Perhaps one can best sum this up by describing briefly the process of selection for The Booklist and then by sketching the reasons for rejection of a number of individual volumes which are among the five-hundred-odd also-rans on the shelves behind my desk this minute.

"All the publishers which would be included on the twenty-five list you mention send either all their books or all but their most special books. We make a card for each book showing author, title, publisher, price and date. Besides these books received we check the PUBLISHERS' WEEKLY, announcements and reviews for fugitive titles. These cards accumulate for one month and all the titles are then listed on a sheet called our tentative list.

"These tentatives are sent to over fifty public school, special, and private libraries which are near book centers so that the librarians see the books as soon as they are published. The various librarians vote + and — on titles, double plus for inclusion on any list and double minus for exclusion from any list. (Sometimes, not often, the same title received both a ++ and a —). They also send notes on the books.

"Returned to the office, these votes and notes with all other reviews and individual notes which come from our special readers are indexed on each book card, and our much augmented file gives an index to what books have been published, what publishers officially think of their output, what professional reviewers,

amateurs and specialists in the field think of them and what librarians think can be useful.

"Then it remains for The Booklist to choose the books that respond to needs and to describe them in carefully descriptive notes.

"Now for the typical discards—some examples from the general publishers:

"Here are three books on marketing, one 'Principles of Marketing,' one 'Marketing Agricultural Products,' one 'Efficient Marketing for Agriculture.' We know that they are all good books; our records show that we have listed in The Booklist ten books on marketing, thirty-nine books on government documents which have at least a chapter on the subject worthy of mention. Five of the ten have been published since 1918, so that they would consider whatever factors had changed because of war conditions. The inference is obvious; it is necessary for The Booklist, that is, the libraries, to make sure that these books are adding to the subject some features not already covered, or that they present the subject so much more clearly that they replace the books already bought by libraries.

"Of course, marketing has become a text book subject which explains the publishing zeal but there can hardly be much general library market for a subject already well covered unless some genius goes to the making of the new book; tho there is a possible sale for libraries which did not buy the earlier books.

"Here is a biography of a queen. She is or rather was a very beautiful queen and many portraits of herself and family at various ages adorn the pages. The paper is bulky, the type large, the text most laudatory, the price five dollars. Any library that wants it can pick it up from remainder lists in a year's time.

"Here is another biography. This time an eminent man but not pre-eminent. The volumes are a beautiful tribute to the deceased and cost ten dollars. Can the libraries afford to pay the tribute? The subject of padded and expensive biographies is a very tender one with library book funds.

"We pass gently by two volumes of the uncollected works of a great man who published much of his good and most of his bad work before he died. The average library does not have that passion for completeness.

"Three books on popularized psychoanalysis because the best authorities are available and libraries might better duplicate those than add others.

"Two books on spiritualism—subject gone

back to average normal interest and plenty on the shelves already.

"Another book of essay-ettes that just didn't happen to hit.

"A wild-eyed book on Ireland. Libraries wish to buy the best books that present both sides of controversial questions and avoid the rest.

"I could go on indefinitely, especially if I dared take up fiction or children's books, but if you felt it necessary to apologize for the length of your letter I must reverse the apology and double it for mine.

"However, it seems that libraries take and reject books for much the same reasons that

publishers take or reject manuscripts, and very often the lack of money is the strongest deciding factor. Beyond that it seems that libraries are conservative book buyers; they try to cover all expressions of human interest, but keep on the main lines most of the time, and that, because of the duplication of titles and the limiting of book funds it is no longer possible to bank on a library sale to cover the printing costs of almost any good serious book.

"Under separate cover I am sending you some sample Booklists, tentatives, and criticism slips to use if you think the publishers would care to have them in hand."

The International Book Fair at Florence

By Dr. Karl Blanck

Of the German Society for the Foreign Book-Trade

THE International Book Fair at Florence was opened in May with great *aplomb* and festive ceremony. Florence had donned her fairest robes, and the streets and public places from the railway station to Gardens of the Boboli, the Piazza della Signoria and the Ponte Vecchio were a feast of color, fluttering and blazing with the flags of all nations. There was also a great display of military fringes and of dignitaries in robes and gold chains. The venerable Duke of Genoa opened the exhibition in the name of the King, heralds with silver trumpets blew fanfare, and then the gigantic Salone del Cinquecento opened its doors to the representatives of the different nations and to the public. There were additional speeches by the heads of the various delegations and by the city authorities. The great cultural significance of the show was emphasized by all and also its value as an agency for the furtherance of peace and understanding.

The Italian section of the Book Fair was naturally the most extensive and elaborate. It filled several great *salles*, and included a hall devoted to the display of Italian book posters, all alive with the rich color and splendid line for which this branch of Italian art is famous. Another room was devoted to various machines used in the printing or binding of books. The products of the great Italian publishing houses were shown to great advantage in well-arranged, tasteful and characteristic displays, all of them true to the traditional Italian style, and even to the tradition of the old publishing towns of Rome and Florence, Milan and Bologna. Great and costly treasures were exhibited here, especially in the field of the bibliophilic and of *de luxe* editions, new edi-

tions of the classics, scientific works, *belles lettres*, the graphic arts, art publications and juvenile literature.

This clinging to tradition, to the high and fine tradition of the Renaissance, is obvious in the books produced by the big publishers of Italy who form, in fact, a kind of oligarchy. The most modern tendency is visible in their handsomely illustrated books for the young—these are radiant with color and are full of chaste yet striking innovations in decoration. But in general there is a certain uniformity observable among the old patrician publishers. Each house has erected a kind of altar within a niche and on this the choicest, most perfect specimens of its books have been piled with reverent care. Here we see the exhibits of Alinari, Ricordi, Barbera, Bemporad, Sansoni, the Alonima Libreria Italiana, Belforte, Idelson, Treves, Zanichelli, Mondadori, La Voce and others. The miniature editions of the Collezione Diamante (Barbera) are supreme examples of the book *in petto* and measure no more than $2\frac{1}{2} \times 3\frac{1}{2}$ inches. The house of Olschki has a series of wonderful reprints, among them a translation of "Volkmann's Iconographia Dantesca."

The section devoted to the books of American publishers is, unfortunately, far from complete. The English section was decorated with beautiful Renaissance furniture, but apart from the productions of the Medici Society, it contains little more than displays of books devoted to Italy. There is a great deal of substantially fine and orthodox work in these volumes, but they are not, in the main, distinguished by the rarified art of the Italians nor by the bold and individualistic innovations of the Germans.

The German section was established in the center of the vast building, instead of being lined along the walls, as was the case with the other foreign exhibits. Over a hundred of the foremost firms in Germany were represented, and the whole was organized under the auspices of the *Deutsche Gesellschaft für Auslandsbuchhandel* (German Society for the Foreign Book-Trade). The tables, shelves and show-cases revealed a bewildering wealth of new things and of old wine in new bottles. There were many new editions of the classics, not only the German classics, but those of all nations, countless sets of ancient and modern authors or works in series, amazing monuments of toil and study, books of and about music, books of reference, books in foreign tongues, atlases, maps, charts. Arranged in cases along the bays, one saw huge portfolios of etchings, editions de luxe, sometimes limited to ten copies, booklovers' special editions. The publishers who have distinguished themselves most in the field of the book beautiful are the Rikola Verlag of Vienna, Richard Bong of Berlin, and the Insel Verlag with its handsome polyglot editions. Kurt Wolff of Munich made a delightful display of decorative volumes, some of them extremely bizarre yet fascinating, striking a new note, and striking it boldly. The Hyperion Verlag showed some masterly volumes, opulent and costly. George Müller of Munich showed a great array of magnificent volumes garmented in leather.

The German Pavilion

The core or central feature of the German section which aroused great interest and enthusiasm was a kind of temple dedicated to the book and designed by the well-known architect Raymund Brachmann of Leipzig. It consists of a slender pavilion of delicate proportions with much delicate tracery. In the interior all the types of books which have been evolved in Germany are displayed in their order and also in their detailed evolution—the learned book, the book of poetry and art, the book devoted to music, the single book, the complete edition, the collective series. A certain order pursued in correlating these units—as follows: the Cosmos, the Earth, Man, the Nations, the Culture of the Nations, Knowledge and Work, History and Politics, Law and Traffic, Poetry, Art and Music. Within these categories all the activities of the human spirit are comprised, and the visitor obtains a kind of panoramic view of the function of the book and of its tremendous significance to civilization.

The French exhibitors strove to combine a certain systematic grouping in combination with decorative effects. They divided the displays into sections according to the branch of knowledge treated. The house of Hachette may be said to have the pre-eminence here. The ten-

acity with which the French cling to their favorite styles and to the old, time-honored forms and traditions was also conspicuous here and was in refined harmony with the architecture of the surroundings. There was, however, much confusion in the categories. The French classics were excellent in the quality of the work the technical skill displayed, but it was the repetition of the oft-repeated, and in this sense affected one with a longing for more originality. There were many fine editions de luxe but the monotony of the yellow paper-bound novel was visible in the exhibits of every firm and there were many of the rather trivial and old-fashioned "decorated" title-pages to which the French still cling. The house of Plon-Nourrit had a charming series of artistic bindings.

The Hungarian exhibit had not yet arrived, nor the Japanese. The Spanish section was also distinguished chiefly by empty glass-cases. The Russians were working feverishly and there are no doubt, many surprises to be expected from this direction. In Berlin alone there are now over eighteen Russian publishing firms. The Poles made a very creditable showing, and also displayed a great deal of handicraft work.

There is no doubt that this exhibition will do more to bring about an understanding between the peoples than half a dozen political—economic—financial conferences. This was also the *Leit-motif* of all the speeches which were made at the official banquet. The book was to become a civilizing, enlightening, pacifying instrument in a greater degree than ever before, more potent than the portfolio of the diplomat, the bonds of the great international financiers. In addition to this purely cultural mission of the Florence Book Fair, the commercial side of the enterprise also needs emphasizing—for even during the first days after the opening, lively bartering and dealing and ordering ensued.

Good Copy Going to Waste

Your scribe is loaded to discuss

From records filed and dated

Books seen upon our local bus,

Train, trolley, elevated.

By straining eye and twisted neck—

Our bookly bent, you see—

Twelve months we kept diurnal check

To make this one causerie.

First hand, prime literary stuff!

Fred Melcher tried to buy it.

Chris Morley would be glad enough

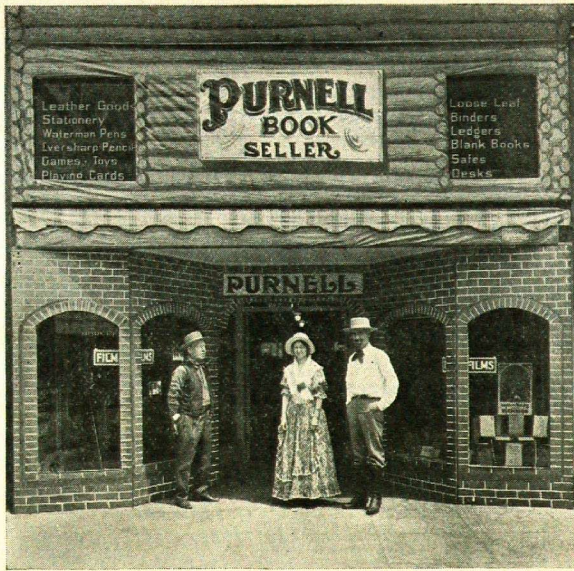
To fricassee or fry it.

The *Bookman* begged for it with tears.

(We let John Farrar scan it)

But readers, give three rousing cheers!

We have resolved to can it.



BOOKSELLING IN '49

THE SACRAMENTO CELEBRATION OF THE "DAYS OF '49" WAS BACKED BY GREAT ENTHUSIASM AND INGENUITY. PURNELL'S BOOKSTORE PUT ON A PIONEER ASPECT BY COMPLETELY COVERING THE FRONT OF THE SHOP WITH CANVAS, SO THAT THE WINDOWS AND UPPER SPACE HAD ALL THE APPEARANCE OF EARLY DAYS, AND EVEN THE SIGN BOARD TOOK ON THE FANCY LETTERING THAT WAS A CHARACTERISTIC OF THE MIDDLE NINETEENTH CENTURY.

A "One-Foot" Shelf of Books

College Course Leads up to Home Libraries

NOT everyone can have a Five-Foot Book Shelf of the kind made famous by Dr. Eliot. Perhaps a want of sufficient space, perhaps a lack of adequate funds keeps many people from having one in their homes. But when it comes to having a One-Foot Shelf of books neither excuse holds. A compact library of the one-foot variety takes up little room and need cost no more than fifteen dollars—what's more, its quality is in no wise dependent on size or price, and books representative of the world's best literature may find a place on it.

Out in Lenox College, Iowa, they have a "Home Library" course which the instructor, Maud A. Earhart, describes as "seeking to do for the intellectual life what courses in cookery and hygiene do for the physical." After giving the students standards with which to judge intelligently both the material make-up and the content of books, the course aims to encourage them in building their own home libraries. In connection with this latter and more practical phase of the course, some pertinent suggestions about really building a one-foot shelf of books are given.

Miss Earhart's class lectures are upon the following topics:

I—Preliminary discussion upon the purpose and the plan of the course.

II—The equipment for the care of the library.

III—The book plate and other desirable accessories of the library.

IV—The physical make-up of the book.

V—The test of a worthwhile book.

VI-IX—The divisions of literature and illustrations of each.

X—Books for increasing efficiency in special lines of work.

XI—Places for procuring inexpensive books.

XII—Suggestions for special shelves.

Outside readings are required from the following:

"Instruction in the Use of Books and Libraries." By Faye-Eaton.

"Books and Their Makers in the Middle Ages." By Putnam.

"Seven Joys of Reading." By Plummer.

"What Can Literature Do For Me." By Smith.

"Kings' Treasuries." By Ruskin.

This unique college course draws to it special comment, but viewing it from the broader angle of its influence on the community thru extension talks given at farm bureaus and neighborhood clubs, it awakens all booklovers to the possibilities of increasing the interest of the general public in a love of good books and reading. Get them to fill a one-foot space with a row of worthwhile books and the rest is easy.

"To add a library to a house is to give that house a soul"—it is this which Miss Earhart emphasizes in her course and adds the words of Lyman Abbot that "a home ought no more to be without a library than without a dining room or kitchen." As one tentative suggestion for starting a library on a one-foot shelf she

mentions the following books. All of them can be procured for less than fifteen dollars:—

The Bible
A Dictionary
Green's History of the English People
A Good Book of Travel
Franklin's Autobiography
Poems of Tennyson
Poems of Longfellow
Thackeray's "Henry Esmond"
Hawthorne's "The Scarlet Letter"
Emerson's Essays
Shakespeare's "The Tempest;" "Hamlet."

A habit once formed is hard to break. This one of collecting books no one will want to break.

A Model Home Library

IN connection with Missouri Book Week the Doubleday Page Bookshop of St. Louis offered a prize for the best list of books for a home library. The winner was Frances C. Sawyer, librarian of the U. S. Public Health Hospital No. 35.

The winning list follows:

REFERENCE BOOKS AND GENERAL LITERATURE

1. Bible. American Standard Version.
2. Century Cyclopedia of Names.
3. Webster's New International Dictionary.
4. Bartlett, John. Familiar Quotations. 9th ed.
5. Stedman, E. C. ed. American Anthology.
6. New International Encyclopedia.
7. World Almanac. 1922.
8. Autobiography of Benjamin Franklin. Illus. by E. Boyd Smith.
9. Bunyan, John. Pilgrim's Progress. Illus. by Louis Rhead.
10. Scott, Sir Walter. Ivanhoe.
11. Dumas, Alexandre. Count of Monte Cristo.
12. Mark Twain. Adventures of Tom Sawyer.
13. Dana, R. H. Two Years Before the Mast.
14. Hugo, Victor. Les Misérables.
15. Ordway, E. B. Opera Book.
16. Hughes, R. ed. Music Lovers' Cyclopedia.
17. Cervantes. Don Quixote; retold by Parry.
18. Shakespeare, William. Complete Works. Oxford.
19. Kipling, Rudyard. Inclusive Verse.
20. Hiscox, G. D. ed. Twentieth Century Formulas, Recipes and Processes.
21. Farmer, F. M. Boston Cooking School Book.
22. Pagé. Automobile Repairing Made Easy.
23. Dickenson, T. H. ed. Chief Contemporary Dramatists. First Series.

24. Quiller-Couch, A. T. Oxford Book of English Verse.
25. Hazen, C. D. Modern European History.
26. Breasted, J. H. Ancient Times.
27. Munro, C. D. Middle Ages.
28. Bassett, T. S. Short History of the United States.
29. Green. Short History of the English People.
30. Gayley. Classic Myths.
31. Emerson, R. W. Essays.
32. Hollingworth and Poffenberger. Practical Psychology.
33. Ross, E. A. Sociology.
34. Ely, R. T. Outlines of Economics.
35. Reed, C. A. Bird Guide.
36. Plutarch's Lives.

CHILDREN'S BOOKS

37. Mother Goose. Illus. by Rackham.
38. Arabian Nights. ed. by Wiggin. Illus. by Parrish.
39. Joan of Arc. M. Boutet de Monvel.
40. Andersen, H. C. Fairy Tales. Illus. by W. Heath Robinson.
41. Grimm. Fairy Tales. Illus. by Rhead.
42. Carroll, Lewis. Alice's Adventures in Wonderland. Illus. by Tenniel.
43. Stevenson, R. L. Child's Garden of Verses. Illus. by Robinson.
44. Malory's King Arthur. ed. by Sidney Lanier. Illus. by Wyeth.
45. Stevenson, R. L. Treasure Island. Illus. by N. C. Wyeth.
46. De Foe, Daniel. Adventures of Robinson Crusoe.
47. Sewell, Anna. Black Beauty. Illus. by Cecil Alden.
48. Kipling, Rudyard. Jungle Book.
49. Tyle, Howard. Merry Adventures of Robin Hood.
50. Dickens, Charles. David Copperfield.

Unpaid Creators of New Book Business

By William R. Reinicke

PART II.

THAT insects did cause enough damage to books to invite notice may be seen by the fact that the Royal Society of Sciences at Gottengen thought it of sufficient consequence to propose in their assembly on the 10th of July, 1773, a prize to be given to him who delivered the best answers to the following questions: How many kinds of insects are found which are detrimental to records and books? Which of the materials, glue, leather, wood, thread paper, etc., were attacked by each kind? And which is the best and most approved remedy, either to preserve records and books against insects, or to destroy the insects? Among the numerous answers received, Dr. Herman, of Strasburg, obtained the prize.

"To preserve the records and books against insects, and to destroy them, it is proposed: 1. To abolish binding books with wood. 2. To recommend to the bookbinder to use glue mixed with alum instead of paste. 3. To brush all worm-eaten wood in the repositories of books with oil or lac-varnish. 4. To preserve books bound in calf brush them over with thin lac-varnish. 5. To allow no books to lie flat on shelves. 6. To preserve papers, letters, documents, etc., in drawers, to cut out the wafers and to use no paste, etc., between them. 7. To use no woollen cloth, nor to wax the thread in binding. 8. To dust and air the books often. 9. To use laths, separated one from the other one inch, in place of shelves. 10. To brush over the insides of bookcases and the laths with lac-varnish.

In 1900, the Congress International des Bibliothécaires, which met in Paris, offered a number of prizes for the best essays on insect enemies of books, and in 1903, the book by G. Houlbert, "Les insectes ennemis des livres" which received the second prize was published.

Dr. Fisher, in his endeavor to kill the insects in the books found in his library tried the following:

Heat as Exterminator

After all books had been cleaned out it was suggested that the volume in which the larvae had been found be submitted to a high degree of temperature, and this was done. Thru the courtesy of Daniel D. Test, Superintendent of the Pennsylvania hospital, we were permitted to use their apparatus for hot air treatment, and baked a number of volumes of different sizes, propping the leaves open when possible, and keeping the temperature at about 350 degrees for at least ten minutes for each lot of

books. Some of these volumes have been examined from time to time, since 1901, and there is no evidence of additional ravages by the book-worm.

Various forms of traps have been very successfully employed in England and the continent of Europe as a means of catching and destroying roaches. These devices are all so constructed that the roaches may easily get into them and cannot afterwards escape. The destruction of the roaches is effected either by a liquid into which they fall or by dousing them with hot water.

The Glass Trap Method

A few of the common forms of traps and the methods of using them are here described. A French trap consists of a box containing an attractive bait, the cover of which is replaced by four glass plates inclined toward the center. The roaches fall from the covering glasses into the box and are unable to escape. Houlbert states that G. O. Tupper employed the following remedy at Adelaide, South Australia, with great success on roaches.

He placed one part of plaster of paris in three or four parts of flour in a saucer, and connected this saucer with another containing water by little bridges. The roaches in eating the flour also consume some of the plaster of paris, and becoming thirsty walk over the bridge to the saucer containing water, and the water acting upon the dry plaster eaten, causes it to swell and harden in the roaches, and most likely stops up the digestive organs, and the insect dies from starvation. This would also be a good plan to rid a building of mice and rats.

Lepisma (silver fish) are also trapped in the same manner as the *Blattidae*. A box with rough edges and a hole at the upper end to allow the insects to gain access easily, is baited with paper covered with paste, placed in a dark corner of the library where they congregate. From time to time the box may be emptied, the contents destroyed and the bait renewed. To protect the bindings from *Lepisma* who destroy them in order to get at the paste used, a poisonous remedy is made of 1 gr. of bichloride of mercury to 5 kilogrammes of dough.

The following is given as a remedy for termites or white ants: The first means of protection, consists of surrounding all libraries or buildings in which articles of value are stored with clear spaces and graveled or asphalted walks. The normal habit of these insects is to breed in decayed stumps and partially rotted

posts or boards. This immediately suggests the wisdom of the prompt removal of all such material as would otherwise facilitate the formation or perpetuation of their colonies. Complete dryness in buildings is an important means of rendering them safe from attack, and the presence of flying termites at any time in the spring or summer should be followed immediately by a prompt investigation to locate the colony and determine the possibilities of damage. The point of emergence of winged individuals may approximately, tho not always, indicate the location of the colony, and if it can be got at by the removal of flooring or opening of walls, the colony may be destroyed by the removal of the decaying or weakened timbers and thru drenching with steam, hot water, or, preferably, kerosene or some other petroleum oil. The destruction of winged individuals as they emerge is of no value whatever; the colony itself must be reached or future damage will not be interfered with in the least. If the colony be inaccessible it may sometimes be possible to inject into the wall or crevices, from which the winged individuals are emerging, kerosene in sufficient quantity to reach the main nest, if the condition be such as to indicate that it may be nearby, and by this means most, if not all, of the inmates may be destroyed. In all districts in the south frequent examinations

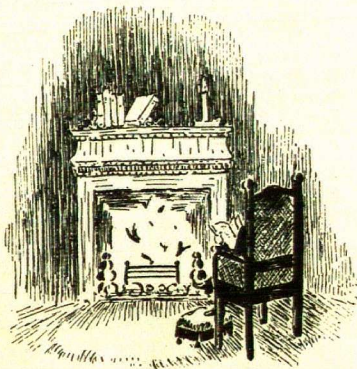
of libraries and stored paper should be made. The advisability, in regions where the ant is likely to be especially destructive, of giving all buildings a stone foundation or imbedding all the lower timbers and joints in cement will be at once evident.

Hydrocyanic and gas is another remedy suggested and today is extensively used to destroy vermin of various kinds, and, as it is extremely dangerous, should be used by experts only. There are hundreds of remedies given in various papers upon bookworms, some of them claiming to be successful, while again the supposed remedy is said to be a failure by another writer. I do know that many poisons instead of killing insects, attract them.

I cannot name any remedy that will save the books already printed, but have been making experiments for a number of years upon a preventative for books to be printed in the future, and so far the tests have been quite successful.

The work of Houlbert is the most complete work that has been published up to the present. It contains a description and illustration of most of the species mentioned, to assist in distinguishing the species.

The two books familiar to English readers, are Blades, "Enemies of Books," and O'Connor, "Facts about Book-worms."



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Current Clippings

A Week's Gleanings of Book-Trade News

EX-KAISER WILHELM has written a book recalling the days he spent in Corfu before the war. The book will be published in Berlin in the fall. The ex-Kaiser was the patron of Professor Wilhelm Dorpfeld, upon whose theories about the remains of Corfu, the ex-Kaiser's book will be based. Professor Dorpfeld has been working on Greek classical remains for over forty-five years. His most important excavations at Corfu have been on the site of the so-called Temple of Gorgo. His theories about the ruins there are most unorthodox, including the theory that the goddess occupying the central place is not Artemis but the Sun, and that the earliest settlers at Corfu as at Mycene were not Cretian but Phoenician, and that the Phoenicians are originally from the East.

"SELECTED POEMS" by Laurence Binyon is now published in this country by Macmillan. Hitherto in this country Mr. Binyon has been represented by a single book, his war poems, but in England a dozen or so volumes have been published.

THE BIRTHDAY HONORS list includes the names of two authors who became knights: Charles Dickens, son of Henry Fielding Dickens, and A. Maurice Low, English author and journalist of Washington, D. C.

ROCKWELL KENT, the American artist, author of "Wilderness" wherein he describes a year spent with his nine-year-old son on an Alaskan Island, has just left on a tramp steamer for Patagonia. Mr. Kent will put in some eight months on the southernmost tip of South America, painting, drawing, and preparing an illustrated book of exploration which Putnam will publish next year.



DIXIE CARROLL AUTOGRAPHING BOOKS FOR VISITORS TO MARSHALL FIELD'S BOOK DEPARTMENT

ONE OF THE MOST versatile of modern authors is Dr. Edwin E. Slosson, one of the two authors of "Plots and Personalities." He is editor of Science Service at Washington, and he was formerly managing and literary editor of the *Independent*, and associate at the Columbia School of Journalism. His book of popular science, "Creative Chemistry," is extremely successful, selling nearly one hundred thousand copies. Other well-known books of his are "Major Prophets of Today," "Great American Universities" and the "American Spirit of Education."

THE SUMMER BOOK NUMBER of the *Nation*

will contain a description of literary San Francisco by James Rorty.

THE OXFORD UNIVERSITY PRESS, American branch, has become an agent for the sale of British Museum natural history publications.

A REVISED EDITION of Kate Oglebay's "Plays for Children, A Selected List" has recently been prepared by the H. W. Wilson Co. More than one-third of the titles are new, but the book is classified as before.

HENRY HOLT & Co. have featured a descriptive pamphlet about Walter de la Mare's poetical works, which is very interesting. It contains a brief sketch of de la Mare's life, a portrait and an informal snapshot of him, a list of his works published by Holt, including some of his verses with illustrations.

ANOTHER INTERESTING booklet of recent date is the *Poetry Piper*, issued by Houghton Mifflin. It shows that the Houghton list includes a striking number of volumes in modern poetry, with a good representation of anthologies and children's verse.



Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

- It Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*
 Saint Teresa. By Henry Sydnor Harrison. *Houghton Mifflin.*
 Gentle Julia. By Booth Tarkington. *Doubleday, Page.*
 The Sheik. By Edith M. Hull. *Small, Maynard.*
 Maria Chapdelaine. By Louis Hémon. *Macmillan.*
 The Great Prince Shan. By E. Phillips Oppenheim. *Little, Brown.*
 Simon Called Peter. By Robert Keable. *Dutton.*
 The Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes.*
 Lucretia Lombard. By Kathleen Norris. *Doubleday.*
 Cytherea. By Joseph Hergesheimer. *Knopf.*
 The Vanishing Point. By Coningsby Dawson. *Cosmopolitan.*
 The Beautiful and Damned. By F. Scott Fitzgerald. *Scribner.*

GENERAL

- Outline of History. Educational ed. By H. G. Wells. *Macmillan.*
 The Story of Mankind. By Hendrik W. van Loon. *Boni & Liveright.*
 Diet and Health. By L. H. Peters. *Reilly & Lee.*
 The Americanization of Edward Bok. By Edward Bok. *Scribner.*
 Painted Windows. Anonymous. *Putnam.*
 Outwitting Our Nerves. By Jackson & Salisbury. *Century.*
 The Mind in the Making. By James Harvey Robinson. *Harper.*
 My Memories of Eighty Years. By Chauncey M. Depew. *Scribner.*
 Home Radio. By A. Hyatt Verrill. *Harper.*
 Queen Victoria. By Lytton Strachey. *Harcourt, Brace.*
 Outline of Science. By J. Arthur Thomson. *Putnam.*
 Mirrors of Washington. Anonymous. *Putnam.*

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf and so are reviewed in the June number are:

- Adrienne Toner. By Anne Douglas Sedgwick. *Houghton Mifflin.*

- The Beautiful and Damned. By F. Scott Fitzgerald. *Scribner.*
 A Glance Toward Shakespeare. By John Jay Chapman. *Atlantic Monthly Press.*
 Public Opinion. By Walter Lippmann. *Harcourt, Brace.*
 Up Stream, An American Chronicle. By Ludwig Lewisohn. *Boni & Liveright.*
 Europe—Whither Bound? By Stephen Graham. *Appleton.*
 The So-Called Human Race. By Bert Leston Taylor. *Knopf.*

Books in Demand at the Public Libraries

THE June number of the *Bookman* shows that the following were the most popular books at the public libraries during the month of April:

FICTION

- If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*
 Her Father's Daughter. By Gene Stratton-Porter. *Doubleday, Page.*
 To the Last Man. By Zane Grey. *Harper.*
 Brass. By Charles G. Norris. *Dutton.*
 Helen of the Old House. By Harold Bell Wright. *Appleton.*
 The Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes.*
 Main Street. By Sinclair Lewis. *Harcourt Brace.*
 The Brimming Cup. By Dorothy Canfield. *Harcourt, Brace.*
 The Pride of Palomar. By Peter B. Kyne. *Cosmopolitan.*
 Three Soldiers. By John Dos Passos. *Doran.*

GENERAL

- The Outline of History. By H. G. Wells. *Macmillan.*
 Queen Victoria. By Lytton Strachey. *Harcourt, Brace.*
 The Mirrors of Washington. Anonymous. *Putnam.*
 The Americanization of Edward Bok. By Edward Bok. *Scribner.*
 The Story of Mankind. By Hendrik W. van Loon. *Boni.*
 The Mirrors of Downing Street. Anonymous. *Putnam.*
 Woodrow Wilson As I Know Him. By Joseph P. Tumulty. *Doubleday, Page.*
 The Glass of Fashion. Anonymous. *Putnam.*
 Margot Asquith: An Autobiography. *Doran.*
 The Friendly Arctic. By Vilhjalmur Stefansson. *Macmillan.*

SELAH MERRILL, for eight years United States Consul in Jerusalem, has just published a new "Dictionary of the Bible" with a concordance. It is published by James Pott & Co.

Harper's Buy Ex-Kaiser's Memoirs

AFTER a lively competition, the world-wide rights, excluding German language rights, to Wilhelm II's memoirs were sold by the Leipzig Publishing House, which is the former Kaiser's agent, to an organization of newspapers headed by the New York Times and the McClure Newspaper Syndicate and to Harper & Brothers. Harper & Brothers will have the American and Canadian book rights. Cassell & Company of London will have the English and Colonial book rights. The Austro-German territory has been reserved by the German publisher. Among the newspapers which will publish the book serially are the New York Times, the London Sunday Times, Chicago Daily News, St. Louis Globe-Democrat, the Cleveland Plain Dealer, the Pittsburgh Gazette-Times, the Detroit News, the Boston Post, the San Francisco Bulletin, the Denver Post, etc. The amount paid for the world rights to these memoirs is said to be the highest cash figure in the whole history of literature and publication, about \$250,000 or 50,000,000 marks. Clinton T. Brainerd, President of Harper & Brothers and of the McClure Newspaper Syndicate, says that the serial publication will begin about the 1st of September, and that the book will be published in November.

The Currency Situation in Germany

THE Department of Commerce reports for June give some interesting facts about the situation in international commerce of Germany as affected by their currency situation. They point out the impossibility of conducting trade with Germany on anything but a speculative basis. German manufacturers decline and must decline to offer fixed prices except for a limited quantity of goods already in stock. Many German industries have no wage agreements made for a longer period than a month.

A further element of insecurity, the report goes on to say, is the system of levying export supplements, intended to bring the price of German exports closer to the prevailing price in the importing country. Theoretically the principle seems justified. The difficulties of administration are great. No system of selling in dollars or other high exchange currencies can relieve German manufacturers of the necessity of changing prices. A recent decision of the Leipzig Reichsgericht obliges parties to accept goods at higher prices, provided the court considers the amount justifiable. The only way a foreign buyer can protect himself is to have specific phrases to cover this in the contract.

Commenting on living conditions, the Government report gives figures that put wholesale prices at 525 as compared to 100 in 1920, family living expenses at 2,300 as compared to 100 in 1914.

Good News!

Wednesday, July 12th, has been selected this year for Bookmen's Field Day in Chicago—the "play-day" of the Book Fair.

The Committee has been fortunate enough to secure the privileges of the Calumet Country Club for these annual festivities—Come if you can!

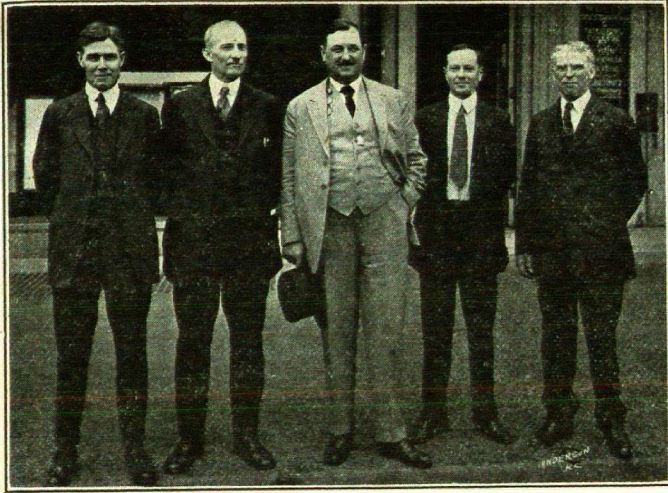
Prosecuted for Blasphemous Libel

J. GLOVER, publisher of *The Maoriland Worker*, has been convicted by a New Zealand grand jury of blasphemous libel because he published in his columns Siegfried Sassoon's "Stand-to, Good Friday Morn." The Dominion law rules that blasphemous libel is prohibited under pain of fine or imprisonment, and that under this law a subject of a religious and sacred nature must be dealt with in decent language. The judge in charging the jury explained that the law was designed to prevent bitter feelings and breaches of the peace. The jury found the publisher guilty.

General Book Promotion

ONE of the features of the new daily book page in the London Times has been the advertisements prepared by the Times itself on the general subject of the importance and the use of books. These display articles prominently placed in double column form, give strong impulse to the book reading idea. This is a similar effort to that run by the Chicago Daily News, which has carried so many well worded proclamations to the reader and book lover. The type of article used on the book page greatly strengthens the power of the title advertising that goes on the page.

THE STOCKTON, California, Chamber of Commerce has prepared a large map of the land in which Bret Harte lived, and of which he wrote. Illustrations and quotations from the authorized editions of his works, which are published by Houghton Mifflin Company, are shown on it in such a manner that the actual places he wrote about can be quickly identified. Many tourists will benefit this summer by this opportunity to become even more closely acquainted with the Bret Harte country.



OFFICERS OF THE KANSAS BOOK DEALERS' ASSOCIATION ELECTED IN KANSAS CITY MAY 15 AND 16. FROM LEFT TO RIGHT: PHIL M. ANDERSON, NEWTON, PRESIDENT; MASON MCCARTY OF EMPORIA, CHAIRMAN OF THE EXECUTIVE BOARD; CHARLES L. MITCHELL OF TOPEKA, DIRECTOR; F. G. ORR, OF WICHITA, SECRETARY-TREASURER; A. S. ALLEN OF WICHITA, VICE-PRESIDENT

Kansas Book Dealers Meet

THE sixth annual convention of the Kansas Book Dealers' Association was held at Kansas City on May 15th and 16th. The Association now has a membership of 225 with 14 new members during the past year. When the Association was organized in 1917, there were but 8 members. At the Monday afternoon session the discussion was turned over to wholesalers who were present from several cities. Each man who wished to address the convention was admitted alone and could talk of his product in confidence to the members.

The school business is an important part of the Association's plans, and the Trade Relations Committee arranges for the making of a copyrighted line of school tablets known as the "K. B. D. A. Brand," which are sold by all members. This committee also plans a special student notebook cover, which is made for them by the Irving-Pitt Manufacturing Co. of Kansas City. Kansas has state manufactured school books, and the Association is bonded for \$195,000 to cover books on deposit with the school houses. The Bonding Committee has lost only \$300 thru bankruptcy in three years. At the banquet, Margaret Hill McCarter was the guest of honor, and other speakers were Carl F. White, editor of the *Kansan*, and Charles Mitchell of the National Association of Stationers. The officers of last year were re-elected: Phil M. Anderson of Newton, president; A. S. Allen of Wichita,

vice-president; F. G. Orr of Wichita, secretary and treasurer.

Our Twelve Leading Women

A JOURNALIST from Chile, being desirous of writing articles for her home paper on the women of the United States, has been asking who are the twelve greatest women citizens of the United States, women now living and representing as wide as possible a range of occupation, residence and temperament, women who have made their own way. Many suggestions have been brought forth, and among the best lists is that appearing in the *New York Times* of June 6th. This list of twelve is as follows:

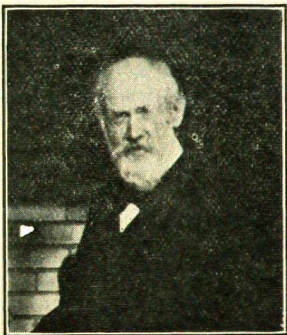
Geraldine Farrar	Jane Addams
Edith Wharton	Amy Lowell
Carrie Chapman Catt	Minnie Maddern Fiske
Molla Mallory	M. Carey Thomas
Alice Paul	Mary Pickford
Ida Tarbell	Agnes Repplier

Of these one-third have reached their fame as writers. Suggestions from other sources have brought forward such names as Cecilia Beaux and Violet Oakley, artists, Evangeline Booth, Mary Roberts Rinehart and Anne Morgan. The field of literature seems to have the largest representation, and there are undoubtedly many others that Americans would like to add to this list but whose addition might not produce so balanced a group as the one suggested.

Obituary

OTTO ROMPANO, A TRIBUTE

OTTO ROMPANO, one of the deans of the American book trade, who died on May 8, was born January 17th, 1840, in Chemnitz, Germany. His first love was music which he practised and fostered until his last day. He was sufficiently accomplished to play first violin in a Leipzig orchestra in his younger days. The University of Leipzig graduated him in 1864, and he left for America one year later. Having entered the firm of Westermann & Company — now Lemcke & Buechner—on October 17th, 1870, he remained with them until his death. He stayed home on April 24th on account of the illness from which he never recovered. Mr. Rompano is survived by his wife, to whom he was married October 11th, 1882, and a daughter, Mrs. Clara R. Schroeder of Weehawken, N. J.



If there ever was a man, zealously devoted to his duties, Otto Rompano deserves to be remembered as such. For fifty-two years he was the head of the periodical department of Lemcke & Buechner, a living encyclopedia of any and every fact connected with that branch. Tho he belonged to the old school he was not averse to modern ideas. During his fifty-two years of employment he took practically no vacation as that might have meant missing an inquiry which should have received his personal attention. Every offer on the part of the firm that he take off a few weeks was firmly and steadfastly refused. An automobile accident some years ago kept him confined to his house for a number of days; but no interruption of his business was permitted. He insisted that his correspondence be brought to him daily. In spite of half a century of strenuous and uninterrupted work, Rompano was full of determined activity at the age of eighty-three. At no time would he countenance any assistance in his personal field of work.

A prince among men, his death is keenly regretted by all who knew him well.

A. H.

JAMES CLIFFORD SIMPSON

JAMES CLIFFORD SIMPSON, Vice-President of D. C. Heath & Company, died suddenly on June 11th at his residence in New York. He was born at Portsmouth, N. H., fitted for

college at Greenland Academy, and was graduated from Dartmouth College in the class of '87. He served for a time as Principal of the Bellows Falls High School and as Superintendent of Schools at Portsmouth, N. H. In 1897 he became associated with D. C. Heath & Company and was for several years in their Boston office. In 1910 he was elected to the Board of Directors and was made Vice-President. He brought to educational publishing a rich experience, a constructive intelligence, and outstanding capabilities for carrying forward the best traditions of the profession. His fellow publishers will keenly feel the loss of his genial encouragement and wise counsel. What his kindly, considerate personality meant to his business associates cannot here be measured.

C. A. MAGGS OF LONDON

CHARLES ALBERT MAGGS of the famous London firm of Maggs Bros., booksellers, died suddenly on May 28th at his home at Milton Mount, Beaconsfield, England. Charles Maggs specialized in autograph letters and documents of literary and historical interest, and compiled a notable series of catalogs of these items. The surviving partners are his brothers, B. D. Maggs and E. W. Maggs.

Periodical Notes

Leslie's and *Judge* are to be combined under the name of *Judge*. The first issue of the new magazine will be dated June 24th. The slogan of the new *Judge* is to be "Life, liberty and the pursuit of happiness." Four features of *Leslie's* will be maintained: motor, radio, investment and timely comment. Among those who will assist in producing the new magazine are: William Allen White, Heywood Brown, Walter Prichard Eaton, George G. Nathan, Walt Mason, Orsen Lowell, Angus Macdonald and W. H. Hill.

THE FIRST ISSUE of the *Adelphi Magazine* appeared June 1. It is a quarterly devoted to what is new and of interest, by presenting original imaginative poems, stories, and black and white work.

Business Notes

NASHVILLE TENN.—Beginning with June, the publishing house of the Methodist Episcopal Church, South will have the firm name of Lamar & Barton, agents, instead of the long familiar name of Smith & Lamar. D. M. Smith, who for many years has served in this work, has retired from active service, and John Wynn Barton has been elected in his stead.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Baedeker, Karl

The dominion of Canada, with Newfoundland and an excursion to Alaska; handbook for travellers. 70+420 p. front. (fold. col. map) S '22 N. Y., Scribner \$4

Bailey, Arthur Scott [Houston G. Currier, pseud.]

The tale of Nimble Deer; il. by Harry L. Smith. 127 p. front. (col.), col. pls. D (Sleepy-time tales) [c. '22] N. Y., Grosset & Dunlap 40 c.

The tale of Reddy Woodpecker; il. by Harry L. Smith. 126 p. front. (col.) col. pls. D (Tuck-me-in tales) [c. '22] N. Y., Grosset & Dunlap 40 c.

The tale of Snowball Lamb; il. by Harry L. Smith. 126 p. front. (col.) col. pls. D (Slumber-town tales) [c. '22] N. Y., Grosset & Dunlap 40 c.

Bailey, Elmer James

Religious thought in the greater American poets. 258 p. D c. Bost., Pilgrim Press \$1.50
Includes Bryant, Poe, Emerson, Whittier, Longfellow, Holmes, Lowell and Whitman.

Bailey, John Cann

Some political ideas and persons. 6+252 p. S '22 N. Y., Dutton (\$2)

English political life from Queen Victoria to the present time.

Baird, George M. P.

Mirage [a play in 1 act]. 36 p. D (Stewart Kidd modern plays) [c. '22] Cin., O., Stewart Kidd Co. 50 c.

Baker, Edna Dean

Parenthood and child nurture. 178 p. (13½ p. bibl.) front. O c. N. Y., Macmillan \$1.50

A summary of modern facts concerning child development from birth to eleven years, prepared for parent training classes.

Baker, Harry J. and Kaufmann, H. J.

Detroit, kindergarten test, individual examination; form A. (8 p. il. O [c. '22] Yonkers, N. Y., World Bk. Co. pap. \$1.20

Detroit kindergarten test, individual; manual of directions. 4 p. O [c. '22] (Yonkers, N. Y., World Bk. Co.) pap. \$1.20

Detroit kindergarten test, individual; record sheet. 1 p. O [c. '22] Yonkers, N. Y., World Bk. Co. pap. \$1.20

Belloc, Hilaire, i.e. Joseph Hilaire Pierre

The mercy of Allah. 335 p. D c. N. Y., Appleton \$2

As Mahmoud, a rich merchant of the Orient, narrates the adventures of his life, the author has interwoven a satire on modern business and life.

Bierstadt, Edward Hale

Aspects of Americanization; with a foreword by Amélie Rives (Princess Troubetzkoy). 260 p. D [c. '22] Cin., Stewart Kidd \$2

The immigrant considered as a human being not a problem, based on a working knowledge of the conditions and people involved.

Brooks, Jennie

Quests of a bird lover. 184 p. front. O [c. '22] Bost., Badger \$2

Bush, Clinton V.

Problems in architectural drawing. 36 p. il. O [c. '21] Milwaukee, Wis., Bruce Pub. Co. pap. 90 c.

Callaway, Rev. Godfrey

Notes on the ministry of reconciliation; with preface by the Bishop of St. John's, Kaffaria. 78 p. D '22 N. Y., Macmillan 75 c.

Carrington, Philip

Scoutcraft in the church. 30 p. S '22 N. Y., Macmillan pap. 25 c.

Aldrich, Loyal Blaine

The melikeron—an approximately black-body pyranometer. 11 p. il. O (Smithsonian miscellaneous collections; v. 72, no. 13) '22 Wash., D. C., Smithsonian Institution pap.

Ball, John Warren

Geography; manual of Europe as defined by the Treaty of Versailles. 15 p. maps O c. '21 Rochester, N. Y., Ball Pub. Co. 40 c.

Bishop, Mildred C. and Robinson, Edward K.

Practical map exercises and syllabus in American history. 31 p. +32 p. tracing paper maps obl. O Bost., Ginn 56 c.

Brauer, George R.

Providing funds for church buildings and debts. 30 p. il. tabs. facsms. D '22 Phil., Presbyterian Board of Publication and Sabbath School Work pap. 25 c.

Conyngton, Thomas, and others

Corporation procedure; law, finance, accounting; ed. by Hugh R. Conyngton. 20+1689 p. forms O c. N. Y., Ronald Press \$10

Covers organization, management, financing accounting, control, reorganization.

Cory, David

The cruise of the Noah's ark. 152 p. D (Little journeys to Happy Land) c. '22] N. Y., Grosset & Dunlap 40 c.

The iceberg express; il. by P. H. Webb. 154 p. front. il. D (Little journeys to Happy Land) [c. '22] N. Y., Grosset & Dunlap 75 c.

Little Jack Rabbit and Professor Crow; il. by H. S. Barbour. 128 p. front. (col.) D [c. '22] N. Y., Grosset & Dunlap 40 c.

Little Jack Rabbit and Uncle John Hare; il. by H. S. Barbour. 126 p. front. (col.) D [c. '22] N. Y., Grosset & Dunlap 40 c.

The magic soap bubble; il. by E. I. Jones and P. H. Webb. 155 p. front. il. D (Little journeys to Happy Land) [c. '22] N. Y., Grosset & Dunlap 40 c.

Coward, Noel, comp.

Terribly intimate portraits; with reproduction from old masters by Lorn Macnaughtan. 212 p. il. obl. D c. '22] N. Y., Boni and Liveright \$2

Burlesques by the young English dramatist of old-time and present-day prominent figures of France, England and America.

Crabtree, Rev. W. A.

Primitive speech; pt. I, A study in African phonetics. 112 p. D '22 N. Y., Macmillan \$1.60

Crusoe, George E.

Y mathematics. (why mathematics?) 767 p. tabs. diagrs. nar. D [c. '21-'22] Pittsburgh, Pa., [Author], 7617 Susquehanna St. leath. \$7.50

Crutch, Phinneas A., pseud.

The Queen of Sheba; her life and times; [with line drawings by John Held, jr.] 13+191 p. (1 p. bibl., bibl. foot-notes) front. pls. O c. N. Y., Putnam \$2.50

A humorously satirical historic romance of Balkis, the biblical Queen.

Dart, Edith

Sareel. 318 p. D [c. '22] N. Y., Boni & Liveright \$2

The story of a young girl who marries to escape a life of drudgery, the flight to her lover and her awakening to a larger love.

Dennis, Muriel White

The training school of popularity; the letters of Jane Willard to Peggy MacIntire, her

adorée in high school. 5+117 p. il. D [c. '22] N. Y., Doran \$1.25

Letters written to help the younger girls who are groping after popularity.

Dimpfl, John

The silent chord; [and other poems]. 58 p. D c. Bost., Stratford Co. \$1.25.

Elliot, Sir Henry G.

Some revolutions and other diplomatic experiences; ed. by his daughter. 15+300 p. front. (por.) O '22 N. Y., Dutton \$7

Recollections of the late British ambassador from 1841 to 1876.

English (An) translation of the teaching of the twelve apostles. 15 p. D (Texts for students, no. 13a) '21 N. Y., Macmillan pap. 10 c.

Ettinger, Richard Prentice and Golieb, David E.

Credits and collections. 400 p. pls. D '22 c. '17 N. Y., Prentice-Hall \$3

Evans, Edwin J.

Building contracts; the principles and practice of their administration; foreword by Sir Charles T. Ruthven. 18+304 p. tabs. diagrs. O (D. U. ser.) '22 N. Y., Dutton \$5

Ferree, Barr

Year book of the Pennsylvania society, 1922; [includes details of luncheon for Marshal Foch]. 216 p. front. (por.) il. pls. maps facsms. N. Y., Pennsylvania Soc., 249 W. 13th St. \$3 (lim. ed.)

Fish, Louis J., and D'Avesne A.

French commercial correspondence. 9+230 p. D (Macmillan French ser.) c. N. Y., Macmillan \$1.20

Fitzhugh, Percy Keese

Pee-wee Harnis; il. by H. S. Barbour. 191 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Pee-wee Harris in camp; il. by H. S. Barbour. 203 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Pee-wee Harris in luck; il. by H. S. Barbour. 215 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Pee-wee Harris on the trail; il. by H. S. Barbour. 211 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Roy Blakeley in the haunted camp; il. by R. Emmett Owen. 207 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Carnovale, Luigi

Only by the abolition of neutrality can wars be quickly and forever prevented; an original conception for the practical advent of universal perennial peace and brotherhood. 64 p. D [c. '22] Chic., Italian-Am. Pub. Co., 30 N. Michigan Ave. pap. 25 c.

Compulsory license of patents

How the Stanley bill (S. 3410) for compulsory license of patents imperils inventors, manufacturers, and the Am. patent system; testimony of inventors, manufacturers, publicists and scientific societies who successfully opposed a similar compulsory license measure before the House Patent Committee. 99 p. O '22 Wash., D. C., Am. Patent

Law Assn., 614 Wash. Loan and Trust Bldg. gratis apply

Crockett, Albert S., comp.

Ocean records; a pocket handbook for travelers. 108 p. col. pls. nar. D c. '22 N. Y., World Traveler Pub. Co. gratis

Draper, Andrew Sloan

American history; twenty years of tests taken from recent new state examinations for life certificates. 18 p. O (Draper's question and answer bk. no. 8) c. '22 Rochester, N. Y., Ball Pub. Co. 30 c.

Falk, Kaufman George

Catalytic action. 172 p. (bibl.) O [c. '22] The Chemical Catalog Co., inc., \$2.50

Freeman, John

A portrait of George Moore in a study of his work. 11+283 p. (bibl.) front. (por.) O c. '22 N. Y., Appleton \$5

A literary estimate and the biography of the Irish novelist.

Gray, Joslyn

The other Miller girl. 224 p. front. D c. N. Y., Scribner \$1.60

The story of Anna Miller who brings back into active life a lady who has allowed herself to slip into invalidism. A tale for girls.

Greenup, A. W., ed.

Tractate Sukkah; Mishna and Tosefta on the feast of tabernacles. 40 p. D (Texts for students, no. 31) '21 N. Y., Macmillan pap. 90 c.

Gregory, William Mumford and Guitteau, William B.

History and geography of Ohio. 282 p. (bibl.) O [c. '22] Bost., Ginn 96 c.

Hamilton, William Peter

The stock market barometer; a study of its forecast value based on Charles H. Dow's theory of the price movement, with an analysis of the market and its history since 1897. 325 p. front. (chart), chart D [c. '22] N. Y., Harper \$3

The author is editor of the *Wall Street Journal*.

Hanna, Agnes K.

Pattern making. 9+148 p. il. figs. D c. N. Y., Macmillan \$1.50

Aims to make the teacher of sewing independent of any individual system.

Hartwell, Ernest Clark

Teachers' manual; story hour readings; fourth year, fifth year, sixth year. 336 p. (1 p. bibl.) chart D [c. '22] N. Y., Am. Bk. Co. \$1

Heermance, Edgar Laing

Chaos or cosmos 21+358 p. (bibl. footnotes) O c. N. Y., Dutton \$3

The query whether the universe is ruled by blind force or whether it reveals an underlying moral order, treated in the spirit of the modern scientist.

Hegemann, Werner and Peets, Elbert

The American Vitruvius; being an architects' handbook of civic art. 300 p. il. obl. F c. '22 N. Y., Architectural Bk. Pub. Co., 31 E. 12th St. buck. \$40

Hix, Melvin

The magic speech flower; or, Little Luke and his animal friends. 173 p. il. D c. '21-'22 N. Y., Longmans, Green 60 c.

Holler, Helmut Peter. See [Welari, Mrs., pseud.]

Hope, Laura Lee

The Bobbsey twins at the county fair. 216 p. front. pls. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Bunny Brown and his sister Sue keeping store; il. by Walter S. Rogers 248 p. front. pls. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Six little Bunkers at Mammy June's; il. by Walter S. Rogers. 246 p. front. pls. D [c. '22] N. Y., Grosset & Dunlap 50 c.

The story of a stuffed elephant; il. by Harry L. Smith. 118 p. front. (col.), col. pls. D (Make believe stories) [c. '22] N. Y., Grosset & Dunlap 50 c.

Hopkins, Frederick Gowland

Newer aspects of the nutrition problem. 19 p. front. (por.) O c. N. Y., Lemcke & Buechner pap. 75 c.

A discussion of vitamins.

Hopkins, R. Thurston

Thomas Hardy's Dorset; il. by E. Harries. 255 p. front. il. pls. O c. N. Y., Appleton \$3.50

In his rambles thru Dorset the author has built up the atmosphere of Thomas Hardy's novels.

Hopwood, J. Osborne

Analysis and classification of performance in vocational relations. 128 p. tabs. charts (1 fold.) [c. '22] Bost., Badger \$1.50

The author takes the view that "performance, and not the character traits of persons which may prompt it, is the subject of direct concern in analyses of occupations."

Howard, Daniel, and Brown, Samuel J.

The United States; its history, government and institutions. 14+344 p. il. D [c. '22] N. Y., Appleton \$1.50

Hutchinson, Horace

The Fortnightly Club. 12+304 p. O '22 N. Y., Dutton bds. \$5

Philosophical treatises in the form of debates among the club members.

Ibbotson, Fred, and Aitchison, Leslie

The analysis of non-ferrous alloys. 2nd ed. 7+246 p. il. figs. O '22 N. Y., Longmans \$4

Isaacs, Jorge

Maria; novela Americana ed. with footnotes in Spanish, exercises, and complete vocabulary by Stephen L. Pitcher. 20+313 p. il. map D c. N. Y., Macmillan \$1.20

Jessop, C. M.

Elementary analysis. 175 p. D '21 [Macmillan] \$2.25

Kellogg, John Harvey

Why the blues? [neurasthenia]. 339 p. il. pls. D ['21] Battle Creek, Mich., Modern Medicine Pub. Co. \$2.25

Kerfoot, Nell

The eyes of the soul; [verse]. 75 p. front. (por.) D [c. '21] Houston, Tex., Earl Kerfoot, Box 1073 75 c.

General Federation of Women's Clubs

Official song book; songs for three-part women's voices with optional piano accompaniment, arranged by Henry S. Sawyer, ed. by Anne Shaw Faulkner. 48 p. O [n. d.] Chic., McKinley Music Co. pap. 25 c.

Haight, Louis P.

Foot troubles and the evolution of footwear; an introduction to the study of the cause and cure of aching feet, and a guide with il. for teachers of physical training in our schools, colleges and universities. 87 p. il. S c. '21 Muskegon, Mich. [Author] pap. \$1

Lake, Kirsopp

Immortality and the modern mind. 51 p. D '22 Cambridge, Mass., Harvard Univ. Press \$1

A discussion of the modern belief in an immortality of life which entails not the perpetuation of individuality but that of achievement. The author is professor of ecclesiastical history in Harvard University.

Lampe, Herbert

Journeys with fancy through the world beautiful and its fairy folk for littlefolk; cover and introductory decorations by the Prettymans. 58 p. O c. 21 Los Angeles, Cal., Fred S. Lang Co., 214 S. Hill St. pap. \$1.50

Lane, Dorothy E.

Nutrition and specific therapy. 185 p. tabs. D c. N. Y., Macmillan \$1.50

Discusses nitrogen equilibrium, meat and vegetarian diets, bacteriology of the digestive tract, infants' and children's diets and vitamins.

Litsey, Edwin Carlile

A bluegrass cavalier. 320 p. D [c. '22] Phil., Dorrance \$1.75

A novel of adventure of old Kentucky.

Lysle, A. de R.

New modern rational and practical Italian-English and English-Italian dictionary, enriched with a great number of typical phrases and proverbs in vogue; 2 v. 3011 p. D ['22] Milwaukee, Wis., C. N. Caspar Co. \$11.75

McClure, Haveni, i. e. Charles Haven

The modern reader's Hamlet. 177 p. (2 p. bibl.) D [c. '22] Bost., Badger \$1.75

McDowell, William Fraser

This mind. 183 p. S (Mendenhall lectures, 8th ser.) [c. '22] N. Y., Methodist Bk. Concern \$1

Lectures founded on the Biblical quotation "Have this mind in you, which was also in Christ Jesus."

Marchant, William Henry

Marine wireless pocket book; for the practical operator and student. 7+180 p. il. diags. S '22 N. Y., Pitman \$1.75

Marie-Louise, Empress

The private diaries of the Empress Marie-Louise, wife of Napoleon I; with introd. and commentary by Frédéric Masson. 245 p. front. (por.), pls. (pors.) N. Y., Appleton \$3

Personal diaries characterizing the people of the Court and narrating the episodes of three imperial journeys.

Mayers, Louis

The federal service; a study of the system of personnel administration of the U. S. government. 16+607 p. O (Studies in administration, the Institute for gov't research) '22 N. Y., Appleton \$5

Melia, A. Paz Y.

Pocket dictionary of the Spanish and German languages; with phonetic pronunciation according to the Toussaint-Langenscleidt method. 1011 p. S ['21] Milwaukee, Wis., C. N. Caspar Co. \$2

Millhouse, John, and Bracciforti, Ferdinand

New English and Italian pronouncing and explanatory dictionary. 1595 p. D ['22] Milwaukee, Wis. \$6.50

Moore, Clifford Hershel

Pagan ideas of immortality during the early Roman empire; Ingersoll lecture for 1918. 64 p. D '22 Cambridge, Mass., Harvard Univ. Press \$1

The book centers around the sixth Aeneid, and shows how pagan ideas anticipated many of the root-notions of Christianity.

Moore, George Foot

Metempsychosis; Ingersoll lecture for 1914. 84 p. (bibl.) D '22 Cambridge, Mass., Harvard Univ. Press \$1

A popular sketch of the doctrine of transmigrating of souls as exhibited in various historic faiths.

Nichols, Philip

Taxation in Massachusetts. 800 p. O [c. '22] Bost., Financial Pub. Co. \$10

Parker, George Howard

Smell, taste and allied senses in the vertebrates. 192 p. (16 p. bibl.) il. tabs. diags. D (Monographs on experimental biology) [c. '22] Phil., Lippincott \$2.50

The senses considered from the standpoint of functional interrelation and genetic connection. Author is professor of zoology at Harvard University.

Parr, G. D. Aspinall

Electrical engineering testings; a practical work on continuous and alternating currents for second and third year students and engineers; rev. and enlarged. 12+691 p. il. tabs. diags. O (D. U. ser.) '22 N. Y., Dutton \$8

Phillips, R. Randal

The servantless house. 160 p. il. O '22 N. Y., Scribner \$2

Considerations of labor-saving devices by an English author for the woman who does her own work

Lawson McGhee Library, Knoxville, Tenn.

Calvin Morgan McClung historical collection of books, pamphlets, manuscripts, pictures and maps relating to early western travel and the history and genealogy of Tennessee and other southern states; presented to Lawson McGhee Library by Mrs. Calvin M. McClung, 102 p. O '21 Knoxville, Tenn., Knoxville Lithographing Co. pap. apply

Lewis, William D. and Hosc, James F.

Exercises in practical English. 112 p. S [c. '22] N. Y., Am. Bk. Co. pap. 28 c.

Minnesota; a compilation of the laws of, relating to children; compiled by William Hodson. 195 i. O '21 St. Paul, Minn. State Board of Control, Children's Bureau apply

Parker, James Peele

Hemlock twigs and balsam sprigs; [verse]. 31 p. il. D [c. '21-'22] Black Mountain, N. C., Black Mountain Printery pap. 50 c.

Peaks, Archibald Garfield

Periodic variations in efficiency as shown in mental and physical tests, together with some weather effects. 95 p. (2 p. bibl.) tabs. D ['21] Balt., Warwick & York \$1.40

Peterson, Antoinette Rotan [Mrs. Frederick Peterson]

Child health alphabet. no paging col. il. D '22 c. '18 N. Y., Macmillan pap. 10 c.

Rhymes of Cho-Cho's Grandma; il. by Jessie Gillespie. 19 p. col. il. S '22 c. '20 N. Y., Macmillan pap. 20 c.

Peterson, Henry John

The teaching of citizenship; an outline for grades 1 to 9 inclusive. 88 p. (1 p. bibl.) S [c. '22] N. Y., Houghton Mifflin pap. 28 c.

Priest Mary Elizabeth

Orders of service for the primary department. 40 p. S c. '22 Phil., The Westminster Press pap. 25 c.

Pitman, Sir Isaac

Pitman's Spanish shorthand dictionary, based on the Spanish adaptation of the Pitman system of shorthand-taquigrafia Española; centenary edition. 7+175 p. facsms. D [n. d.] N. Y., Pitman \$2

Roberts, J. O.

Italian-English and English-Italian dictionary, giving the pronunciation and accent, with idioms. 980 p. D [19] Mil., Wis., C. N. Caspar Co. \$4.50

Roche, Elizabeth A., and Riordan, Elizabeth
Isaac Pitman shorthand; syllabus (second year). 8+81 p. facsm. D [n. d.] N. Y., Pitman 75 c.

Roy, Mrs. Lillian Elizabeth

Polly and Eleanor. 305 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Polly and her friends abroad. 302 p. front. il. D [c. '22] N. Y., Grosset and Dunlap 50 c.

Polly in New York; il. by H. S. Barbour. 292 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Polly of Pebbly Pit. 312 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Polly's business venture. 301 p. front. il. D [c. '22] N. Y., Grosset & Dunlap 50 c.

Ryan, John Augustine, D.D., and Millar, Moorhouse, F. X.

The state and the church; written and edited for the department of social action of the national Catholic welfare council. 331 p. (bibl. footnotes) O c. N. Y., Macmillan \$2.25

The Roman Catholic attitude toward the American state and political institutions.

Schweitzer, Albert

The quest of the historical Jesus; a critical study of its progress from Reimarus to Wrede; tr. by W. Montgomery; with a preface by F. C. Burkitt; 2nd English edition. 10+410 p. O '22 N. Y., Macmillan \$4.20

The author is professor in the University of Strassburg.

Sharp, John M.

Practical electric wiring; rev. ed. 9+256 p. il. diags. S [21] N. Y., Appleton \$1.50

Sheffield, Alfred Dwight

Joining in public discussion; a study of effective speechmaking; for members of

labor unions, conferences, forums, and other discussion groups. 168 p. D [c. '22] N. Y., Doran \$1.25

Siceloff, Lewis Parker and others

Analytic geometry; brief course. 6+186 p. tabs. diags. O (Wentworth-Smith mathematical ser.) [c. '22] Bost., Ginn \$1.80

Sinclair, Upton Beall [Arthur Stirling, pseud.]

The book of life; v. 1: mind and body; v. 2: love and society. 13+202+11+224 p. D [c. '21-'22] Pasadena, Cal., [Author], 1513 Sunset Ave. Paine Bk. Co., Chic., ag'ts. \$1.50; pap. \$1

Published by Macmillan in 1921.

Slaten, Arthur Wakefield

What Jesus taught; for discussion groups and classes. 22+189 p. D [c. '22] Chic., Univ. of Chic. \$1.50

A course of Bible study for advanced high school students or adults.

Smith, Frederick Miller

Essays and studies; prose selections for college reading. 12+351 p. D [c. '22] N. Y., Houghton Mifflin \$1.40

Selections divided into the following groups. Books and study; The conduct of life; The outdoors; Cities and men; A little group of interesting people.

Smith, Herbert Heebner

Church and Sunday school publicity; practical suggestions for using the printed word to extend the influence of the gospel. 176 p. (2¼ p. bibl.) il. facsms. D c. Phil., Westminster Press \$1.25

Smith, John George

Organised produce markets. 9+238 p. (bibl.) facsms. tabs. diags. O '22 N. Y., Longmans, Green \$4

Snodgrass, Rhey T., and Camp, Victor F.

Radio receiving for beginners. 99 p. front. il. diags. pls. S c. N. Y., Macmillan \$1

Stewart, Alfred Walter

Some physico-chemical themes; with 5 pls. and 37 diags. in the text. 12+419 p. (3¼ p. bibl.) fold. pls. O '22 N. Y., Longmans, Green \$7

Stowell, Jay S.

J. W. Thinks Black; v. no. 2 in the John Wesley, jr., ser. 179 p. front. pls. D [c. '22] N. Y., Methodist Bk. Concern 75 c. pap 50 c.

An introduction to some aspects of the race problem in America and to the work of the Methodist Episcopal Church among American negroes.

Rice, Laban Lacy

A mountain idyll; [prose fiction]. 86 p. S [c. '21] Nashville, Tenn., Baird-Ward Press \$1

Raymer, P. C.

Photo-engravers' handbook on etching and finishing. 84 p. il. col. il. T c. '21 Effingham, Ill., The Republican bds. \$1.50

Robertson, Ella Broadus [Mrs. A. T. Robertson]

Worship in the home. 26 p. D (Am. home ser.) [c. '22] N. Y., Abingdon Press pap. 15 c.

State of New York; the complete tax law of, as amended and in force at the end of the legislative session of 1922; fully indexed. 314 p. O '22 Albany, N. Y., Matthew Bender & Co., inc. pap. \$3

Schwarzman, Dr. Alexander

Laboratory letters; a series of letters pub. in Oil, Paint and Drug Reporter during 1920-21. 70 p. front. (pors.) il. nar. D [c. '21] Buffalo, N. Y., Spencer Kellogg & Sons leath. gratis

Setchell, William Albert and Gardner, Nathaniel Lyon

Phycological contributions 2 to 6. various paging

(2 p. bibl.) il. O (Univ. of Cal. pub. in botany, v. 7, no 11) '22 Berkeley, Cal., Univ. of Cal. Press pap. 50 c.

Seward, George Morton

A B C of stocks, bonds and mortgages. 60 p. tabs., facsms. O [c. '21] Chic., G. B. Williams Co., 149 W. Ohio St \$1

Smith, Charles E.

Un método práctico para aprender a escribir por medio del tacto; traducido al castellano de la edición inglesa por Lawrence A. Wilkins. 54 p. diags. D [n.d.] N. Y., Pitman pap. 85 c.

SoRelle, Rupert Pitt

The educational and practical value of shorthand. 18 p. S [c. '21] N. Y., The Gregg Pub. Co. 20 c.

Spiet, Leslie

Notes on the Kiowa sun dance. 18 p. il. O [21] N. Y., Am. Museum of Natural History pap. 25 c.

Stevens, William Oliver

Composition for naval officers. 238 p. D [21] Annapolis, Md., The U. S. Naval Institute \$1.40

Swain, George Fillmore

The young man and civil engineering. 11+203 p. D (Vocational ser.) c. N. Y., Macmillan \$2

Survey of the civil engineering field designed to help young men choosing a vocation. Author is professor of civil engineering, Harvard University.

Thorpe, Sir Edward, i.e., Thomas Edward, and others, eds.

A dictionary of applied chemistry. v. 3. Rev. and enl. ed. 8+735 p. figs. O '22 N. Y., Longmans, Green \$20

Tomlinson, H. M.

Waiting for daylight. 205 p. O c. N. Y., Knopf \$2.50

Essays constituting a "passing" show of the war—the London side of it.

Welari, Mrs., pseud. [Holler, Helmuth, Peter]

Holy theomonic Bible; or, The evolutionary gospel of fulfilment or prophecy . . . as revealed . . . through mediumistic automatic writing of [author], the clairvoyant, inspiration of the editor, Bishop Theodolithos, [pseud.] . . . 485 p. pls. (pors.) O '21 c. '20 Wash., D. C., Universal Theomonic Assn., Inc., 1702 Oregon Ave., N. W. \$3

White, Henry Alexander

Beginner's history of the United States; stories of the men who made our country; rev. ed. 320 p. front. (por.) il. D [c. '06-'13-'19] N. Y., Am. Bk. Co. 80 c.

Williams, Arthur Lukyn, D.D., tr.

Tractate Berakoth; benedictions; Mishna and Tosephta; tr. from the Hebrew with introd. and notes. 24+95 p. D (Translations from early documents, ser. 3; Rabbinic texts) '21 N. Y., Macmillan \$2

White, Muriel

"All the year round" activities for young people. 139 p. il. O [c. '20 c. '21] St. Louis, Mo., Christian Bd. of Pub. bds. 85 c.

Whyman, A. Neville J.

Colloquial Chinese; Nortnern. 5+106 p. D '22 N. Y., Dutton \$1.60

General principles, a sound table, a large vocabulary and sufficient exercises for a solid groundwork; as easy to acquire as elementary Latin or French.

Williams, Leonard

A dictionary of Spanish idioms with their English equivalents. 7+131 p. D '22 N. Y., Dutton \$1.60

Willis, Frederick Milton

The truth about Christ and the atonement. 9+99 p. D (Sacred occultism ser.) [c. '22] N. Y., Dutton \$1.25

More Christs than He of Palestine; Christ, the Master; The birth of the Christ-Principle; The way to Initiation, and the Goal; The sombreness of Orthodox Christianity; No growth without self-effort; The true atonement.

Willoughby, Westal Woodbury

China at the Conference. 435 p. O '22 Balt., Md., Johns Hopkins Press \$3

The Root resolutions; China's territorial and administrative integrity; Japans claim to "Special Interests" in China; Chinese railways and the Open Door; Inter-Power agreements relating to China; Shantung; Results.

Wirgman, Rev. A. Theodore

Storm and sunshine in South Africa; with some personal and historical reminiscences; with foreword by the Bishop of Grahams-town and a biographical sketch; with illustrations. 14+338 p. front. (por.) il. pls. D N. Y., Longmans, Green \$2.60

Wolbach, Simeon Burt

New growths and cancer. 53 p. il. pls. S (Harvard health talks, 10) c. Cambridge, Mass., Harvard Univ. Press \$1

Wright, Sarah Martyn

A book of verse. 3+67 p. D [c. '21] Bost., Jordan & More Press apply

Works, John Downey

What's wrong with the world?; a comprehensive study of present day evils, their causes, their effects, their dangers and the remedy for them. 467 p. fold. tabs. O c. Bost., Stratford Co. \$3.50

Stimson, Saxe Churchill

Blue lakes to golden gates; [verse]. 36 p. D [c. '21] Milwaukee, Wis., [Author] \$1

Stout, G. F.

The nature of universals and propositions. 18 p. O [21] N. Y., Oxford Univ. Press pap. 70 c.

Tenney, Allen Spencer

Sport cyc, an encyclopedia of sports, containing all world's records in all world's sports. 174 p. T [c. '22] N. Y., [Author], 1493 B'way pap. 50 c.

Tracey, Herbert

The coal-war in Britain; a study of working-class economics and trade union organization April-June, 1921. 50 p. O [nd.] N. Y., Bureau of Industrial Research, 289 4th Ave. 25 c.

United States Senate. Committee on Commerce

Joint hearings before the Committee on commerce, United States Senate and Committee on the merchant marine and fisheries, House of Representatives, on the bills S. 3217 and H. R. 10644, to amend and supplement the merchant marine act, 1920, and for other purposes. various paging '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Vibert, Henri

All about dogs; how to feed, train and care for dogs of all breeds. 107 p. il. O c. '21 Bound Brook, N. J., Q-W Laboratories pap. \$1

Washington, Pend Oreille County

A church and community survey under the dir. of Edmund deS. Brunner; with il. maps and charts. 12+51 p. il. maps charts O (Com. on social and

Watkins, Gordon S.

Co-operation. 85 p. O '21 Urbana, Ill., Univ. of Ill. pap. \$1

Williams, Frank H.

How to make money writing for trade papers: including the writers' and correspondents' blue book of trade papers. 32 p. O c. '22 Fort Wayne, Ind. [Author] \$1.50

Wisconsin. Wisconsin County

Wisconsin county atlas; tourist and hotel guide of Wisconsin, showing all state and county roads as given on the 71 maps of each individual county; with lakes, rivers, creeks, etc. 88 p. Q '22 Milwaukee, Wis., Caspar \$1

Rare Books, Autographs and Prints

THE Gypsy Lore Society, which was suspended some time ago for lack of funds, will renew its activities.

The Biblio, a monthly published for bibliophiles at Pompton Lakes, N. J., completes its first year with the current June number.

Houghton Mifflin Company announces the publication of a complete edition of the writings of Lafcadio Hearn in sixteen volumes, limited to 750 sets. It will contain about 125 illustrations, the first volume of each set will be autographed by Madam Hearn and the printing will compare favorably with the best work of the Riverside Press.

Rare Americana, early broadsides, works of standard authors, books of the English field sports, early lottery tickets, Colonial and Continental paper money and a large collection of Currier & Ives colored lithographs of racing horses will be sold by Stan V. Henkels in Philadelphia June 21.

Charles Albert Maggs of the well known firm of Maggs Brothers of London died at his home at Milton Mount, Beaconsfield, May 28. Mr. Maggs specialized in autograph letters and manuscripts and compiled a series of catalogs in recent years that will remain a lasting memento of his keen interest in this specialty.

Nineteen autograph letters written by Mark Twain to Charlotte Teller, author of "The Cage," characterized as the "love letters of an old man" were sold at Anderson's several months ago for \$675. Another similar batch written to the same fair lady from Ezra Pound, the well known author, has recently come into the market, and some collectors are now asking "Who Next?"

John Freeman has written a biography and literary estimate of George Moore. It covers his childhood days in Ireland, student days in France, life in London, his acquaintance among famous men and women and his connection with the Celtic revival. The volume also contains a bibliography compiled by Dr. Henry Danielson and an estimate of the values of first editions based upon recent sales.

Among the items of Shakespearean interest secured by the Rosenbach Company at the recent Burdett-Coutts sale in London was the arm-chair designed by Hogarth for his friend David Garrick which Hogarth himself carved out of Shakespeare's mulberry tree, with the medallion portrait of Shakespeare in the center

of the back of the chair. The price paid, \$10,500, is said to be the largest sum ever given at auction for a chair.

The Mark Twain cabin near Sonora, Calif., which he used when prospecting for gold in 1865 was dedicated as a memorial on June 10, Gov. W. D. Stephens delivering the address. "The beginning of Twain's career of making men's tasks easier to bear," the Governor said, "is indelibly associated with Tuolumne and Calaveras Counties. In his cabin the sick men were made well and the well made better as the result of his cheerfulness and humor."

The Temple Bar edition of Boswell's "Life of Johnson," published by Gabriel Wells of this city, seems to have taken the British fancy. Almost every English mail brings orders and words of appreciation, the dealers frequently ordering in lots of five and ten. Since the edition is limited to 750 sets and this will be the only one, it is likely to be soon exhausted with the sales about evenly divided between England and America. The consensus of opinion seems to be that this is one of the most attractive reading editions of this biographical masterpiece that has ever been published and will long be prized by booklovers.

The Biblio has published regularly during the last year a record of authors whose first editions were in the most demand judged by the number of "want" advertisements in the PUBLISHERS' WEEKLY and *Bookseller and Stationer* of this city and the *Publishers' Circular* of London. The summary of the first editions in demand for the eleven months from May 15, 1921 to April 15, 1922, taking the ten most popular names, is as follows: Melville, 187; Cabell, 172; Mark Twain, 114; Mencken, 108; Saltus, 98; Conrad, 90; Dreiser, 76; James, 74; Huneker, 71; and Roosevelt, 68.

F. D. Brandon of San Francisco, a collector interested in first editions of Mark Twain, takes issue with Merle Johnson in his "Bibliography of Mark Twain" upon disputed or vague points in regard to the first edition of "The Gilded Age." We reprint his letter giving his point of view and conclusions in full:

In his notice of "The Gilded Age" (page 31 et seq.) Mr. Johnson says, "Much confusion has been injected into the first-edition question on this book" &c. &c., and then proceeds to describe a spurious title-page bearing imprint

"American Publishing Company, 1873." At the Auction Sale of Mr. Johnson's Twain Collection, four years after publication of the Bibliography, a copy of the edition with this spurious title-page was offered, described as "Mr. Johnson's own copy, and probably the only copy known." It would therefore seem that the danger of "much confusion" from that spurious source is entirely negligible. Much confusion has, however, been injected by Mr. Johnson himself into the question of what are to be regarded as first-issue copies of that first edition, and particularly as to what date the title-page should bear—it being evidently assumed by him, tho not too confidently, that only copies bearing the sole imprint "Hartford: American Publishing Company, 1874" are to be so considered, and this mainly because, out of 60 copies sent out from the bindery for reviewing purposes, the one he saw had that imprint. It does not appear that he saw any of the other 59 review copies, or that any of them were dated 1874, or any other date than 1873, which, according to his own statements, was the correct date of the "actual publication" of the book. Speaking of the cut on page 403, absence of which is one of the marks of a first issue, he says, "This cut was afterwards supplied, even in some copies dated 1873." He would hardly have said this had he felt sure that 1873 was not the correct date of the first issue. His allusion to "more than one firm name on title" might seem to imply that this would militate against such copy being first issue. This could hardly be, however, for it seems to have been customary for the American Publishing Company in issuing the Twain books of that period, both before and after "The Gilded Age," to have more than one firm name on title, in first as well as in other issues, and his suggestion, that he had seen no correct copy in 1874 bearing more than one firm name, would have more weight if he had told us how many correct copies in 1874 (or of that date) he had seen, and even then would not be decisive of the question.

We may fairly conclude, from what has been said, that the essential points distinguishing first issues of this book, and in which they differ from all other copies, are that the title-page is dated 1873, and that page 403 lacks the cut which appeared in later copies; that as between copies dated 1873 and having the cut, and those dated 1874 which lack the cut, there is no choice—while each is an early copy of the first Edition, neither is first issue. All copies of first Edition must, of course, have "Eschol Sellers," but whether the title-page bears the imprint of one firm, or more, is unimportant.

F. M. H.

Sessler not Rosenbach

IN reprinting from the London *Graphic* cartoons of two American visitors to London auctions, our June 10th issue labeled both cuts as Philip Rosenbach, while the second should have been Charles Sessler.

Auction Calendar

Friday afternoon, June 16th, at 2:30 o'clock. A New York collection of books on art (European and Japanese) literature and history with some library editions of standard authors, etc. (No. 236.) The Walpole Galleries, 12 West 48th Street, New York City.

Wednesday afternoon, June 21st, at 2:30 o'clock. Rare American history, early American broadsides, English sporting books, etc. (No. 1305; Items 515.) Stan V. Henkels, 1304 Walnut St., Philadelphia, Pa.

Thursday, June 22nd, at 12 o'clock noon. Rare Americana, including many rare and interesting items. (No. 139; Items 389.) The Heartman Auction Co., Raritan Bldg., Perth Amboy, N. J.

Catalogs Received

Americana, art, sport, natural history, etc. (No. 15.) Shepard Book Co., 408 State St., Salt Lake City, Utah.

Books on engravings. (Items 1048.) The XVIIIth century Shop, 713 Madison Avenue, New York City. **English, French, Italian and Spanish books on many subjects.** (No. 26; Items 477.) Grafton & Co., 7 Coptic St., New Oxford St., London, W. C. 1, England.

Important works on zoology, botany and agriculture. (No. 94; Items 1490.) Dulau & Co., Ltd., 34 Margaret St., London, W. 1, England.

Interesting books. (No. 274; Items 411.) Holland Bros., 21 John Bright St., Birmingham, England.

Literature and bibliography, Shakespeariana, etc. (Items 334.) Chaundy & Cox, 40 Maddox St., London, W. 1, England.

Livres Anciens et Modernes. Jean Maisonneuve & Fils, 3, Rue du Sabot, Paris, France.

Scarce and interesting old books. (No. 367; Items 273.) Joseph McDonough Co., 174 State St., Albany, N. Y.

Standard juveniles in completely reseeded and reinforced bindings for library and school use. H. R. Hunting Co., Myrick Bldg., Springfield, Mass.

Rare books, sporting books, choice bindings, old prints, best editions of standard authors and miscellaneous works. (No. 18, Part 2; Items 347.) Gardenside Bookshop, Inc., 280 Dartmouth Street, Boston, Mass.

Scarce and interesting books and autographs. (No. 231; Items 448.) Myers & Co., 59, High Holborn, London, W. C. 1, England.

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Back Section—	
One page.....	\$30.00
Half page.....	\$30.00
Quarter page.....	15.00
Eighth page.....	7.50
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Higher rates for Summer Reading, Educational Number, Christmas Bookshelf and Book Review supplement.	

The Weekly Book Exchange**Books Wanted and for sale**

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

Abraham and Straus, Inc., Brooklyn, N. Y.

Blix, by F. Norris, published by Doubleday.
Gentle Art of Making Enemies, Whistler.

Aldine Book Co., 436 Fourth Ave., Brooklyn, N. Y.
History of Oregon, Lyman, 4 vols., several copies.
History of Montana, 1885, several copies.
Pennsylvania German Monthly, vols. 1 to 6, any odd nos. or vols. wanted.
Can use several copies.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Christian World Pulpit, bound in cloth vols.

Complete set Pulpit Commentary.

The Unequal Yoke.

Complete set of Britannica Encyclopedia, latest handy vol. edition.

Complete set of the New International Encyclopedia, latest ed.

Complete set of Hasting's Great Texts of the Bible, twenty vols., Scribners.

Complete set of Carroll's Interpretation of the English Bible, in thirteen vols.

Baptist History, Benedick.

The American News Co., Inc., 9 Park Place, New York City

An original copy of Mrs. Eddy's Autobiography written by herself some thirty years ago.

Bailey's Book Store, Vanderbilt Square, Syracuse, N. Y.

Sins of the Father, Thomas Dickson.

Theodore Roosevelt the Citizen, Jacob Ries.

The Baker & Taylor Co., 354 Fourth Ave., New York City

Peasant Art in Russia.

Peasant Art in Italy.

Peasant Art in Austria and Hungary.

Above International Studio, Supplement Numbers, John Lane & Co.

H. C. Barnhart, 35 West Market St., York, Pa.

Set Francis Parkman's Works.

Barnie's Haunted Bookery, 725 E St., San Diego, California

Butler, C. S., Old Testament Word Studies.

Collins, M., Through Gates of Golden.

Examiners Teacher.

Barnie's Haunted Bookery—Continued

Ibsen, Shaw, Wilde, Sets.

Roberts, Syllabus of Parliamentary Law.

Webster's International Dictionary, 1919-22.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Beaumarchais and His Times, 4 vols.

Adventures of Bryan O'Linn, (Children's Poem).

Indian Map of Locations Known to Narragansetts by Ryder, 1904.

The Beacon Book Shop, 26 West 47th St., New York City

Eucken, Truth in Religion, Putnam.

Hirth, Ancient History of China, Col. Univ.

Beecher, Kymmer & Patterson, Kalamazoo, Mich.

Wagner and His Isolde, Dodd, Mead.

Parker, Battle of the Strong.

Martman, Peasant and Prince.

Abbott, American Watchmaker and Jeweller.

Noel, Buz.

Sterling, Store of Sir Gallahad.

Statesman's Year Book, 1921.

Nature's Finer Forces.

Paine, Book Buried Treasure.

Bradley, Highways and Byways in S. Wales.

Porter, What I Have Done with Birds.

C. P. Bensinger Cable Code Book Co., 15 Whitehall St., New York City

Universal Lumber, A B C 5th Improved.

Meyer's Cotton 39th, Samper's Code.

Western Union, Lieber's, 5-letter Codes.

Any American-Foreign Language Code.

Benziger Brothers, 36 Barclay St., New York City

Hassard's Life of Archbishop Hughes.

Paul C. Bickel, Danville, Cal.

Jones, Mathematical Wrinkles.

Bobbs-Merrill Co., 185 Madison Ave., New York, N. Y.

The Silver Poppy, Arthur Stringer.

Wire Tappers, Arthur Stringer.

Gun Runners, Arthur Stringer.

Lonely O'Malley, Arthur Stringer.

The Shadow, Arthur Stringer.

Phantom Wires, Arthur Stringer.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

Lloyd, J. U., Redhead, illustrated edition.
Sturgiss, Appreciation of Pictures.

BOOKS WANTED—Continued

E. P. Boyer, Bourse Bldg., Philadelphia, Pa.
 Gourgaud, Campaign of 1875.
 Clausewitz, Campaign of 1812.
 Berthier, Campaign in Egypt.
Brentano's, Fifth Ave. and 27th St., New York City
 Great Masters in Painting and Sculpture, edited by Williamson, published by G. Bell, London, any volumes.
 Hyne, Cutcliffe, A Recipe for Diamonds.
 MacGregor, Capt. John, Cruise of the Yawl "Rob Roy."
 Chatterton, E. Keble, Cruise of the Vivette.
 Chatterton, E. Keble, Friesland Meres.
 Lynam, C. C., Log of the Blue Dragon.
 Kemp, Dixon, Yacht and Boat Sailing, latest edn.
 Mutiny of the Bounty, cheap copy.
 Calumet, K., S. Meriom & H. K. Webster.
 The Scapegoat, Hall Caine.
 Powder Puff, Fanny Blei.
 Development of Religion and Thought in Ancient Egypt, Breasted.
 Psychology of Photoplay, Munsterberg.
 Central African Game and Its Spoor, Stigand.
 Principles of Harmony and Contrast of Columns, M. E. Chevreul.
 Teachers Concordance, Aaron Spottiswood.
 Real Thing and Other Plays, J. K. Bangs.
 Matthew Hale Carpenter, a Biography, pub. in Madison, Wisc., in 1883, by Frank A. Price.
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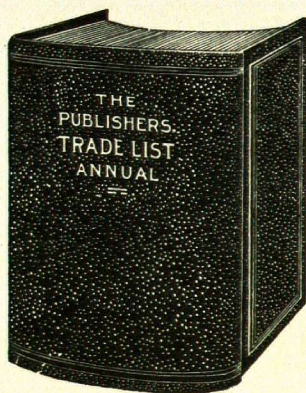
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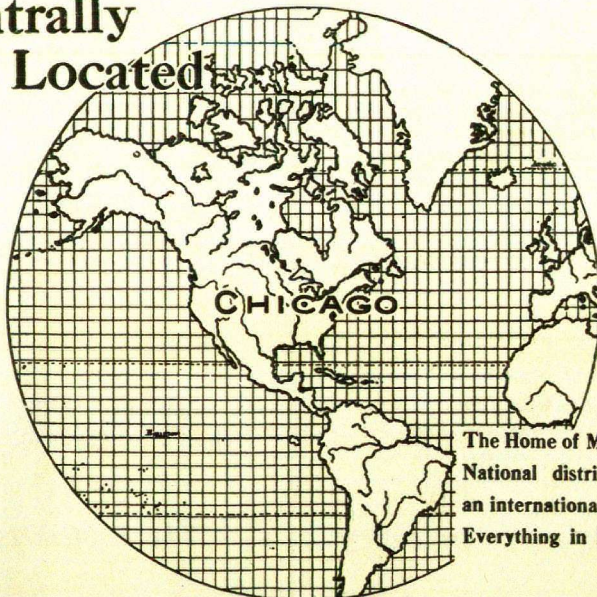
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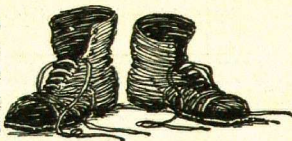
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